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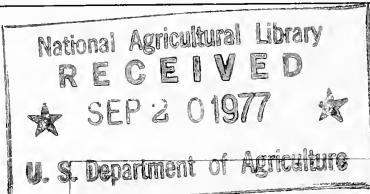
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UNVARNISHED FACTS EDITION



*Tips and Pointers
For Beginners
with Peonies*

Henry S. Cooper
INCORPORATED
The Peony Fan's Gardens
Kenosha, Wisconsin



AN APPRECIATION OF HENRY S. COOPER, THE MAN

HENRY S. COOPER—the Peony Fan—is no more; on October 25th, 1924, after a brief illness of less than twenty-four hours, he passed into the keeping of his Maker. But the plants he loved and nursed still live, and in them his work survives. His sons and successors have dedicated themselves to carrying out the great idea conceived by the father. When hundreds of thousands are benefited by such ideas, it is altogether befitting that the work should be carried on.

Because of the originality of the author of this book, it will be reprinted as a memorial to his spirit and enterprise. His influence over those with whom he came in contact was profound. And these lines are dedicated to his genius, whose enthusiasm for a fine cause, caused a great flower to find wider recognition and appreciation.

A. KRUHM
Manager, Horticultural Advertising
Garden Magazine and Home Builder



RELAXATION



IN ANCIENT TIMES peonies were prescribed by physicians as medicine for the cure of diseases. It really seems to be a fact that peonies do prolong life. I wish I had time and space here to tell you about the hybridizers and introducers of beautiful new peonies and how they individually, one and another, lived to a ripe, happy old age. Either peonies or working with peonies does fend off old age. Maybe it helps us to realize what the Bible says:

"When goods increase they are increased that eat them, and what advantage is there to the owners thereof save the beholding of them with their eyes?"

And also the truth of this saying, "A little nonsense now and then is relished by the best of men."

I have always thought that a man who works hard at his business should have some kind of a fad, and the harder he works at his fad the better he can work at his business.

"All the world's leaders, all the men and women who have accomplished the most, have had the faculty of making hours of rest count to the full.

"In order to gain vital moments of relaxation Foch discussed theories of science while battles raged. A famous surgeon frequently reads a passage from Mark Twain with his waiting room filled with patients. One of America's greatest scientific workers stops his work from time to time to play a tune on an organ. Roosevelt used to pause to read jingles." It is remarkable how many things and what simple things will help us to gain this relaxation.

A certain man, an authority on peonies, started life as a musician. He is now a leading florist. What an ideal life! Think of it—a life devoted to music and flowers.

MEMPHIS, TENN.—I received your book, "Tips and Pointers" and I can truthfully say it is the best book I have read on peonies. What a wonderful help it will be to those interested in this beautiful flower.



Mass Planting.

Apologia

IF you are like me, you not only want to know a thing is so, but you want to know *why* it is so. That's why I am going to tell you so many whys. First of all I am going to tell you why I started to write this book.

Once at one of the dinners which the members of the American Peony Society always eat together when they meet at the annual Peony show, we were talking at one of the tables about books and someone, I think it was Mr. McClelland, said he wished someone would write a real appreciation of the Peony. A real Peony book. I kept thinking of that and next Winter in the long evenings when I was thinking of my flowers, I would write down some thought that would come to me. And next week I would have another thought. And next month another, and so on. Well, when I got them down I tried to string them together like beads on a string. When I got it together I screwed up my courage to ask a few people to read it and criticize it. I was greatly encouraged when they only corrected my spelling and grammar, etc. When I began sending the books out, I was delighted to get so many letters telling me how pleased the readers were, one man saying he had read it from cover to cover at least a half dozen times. The demand

kept growing until I was surprised that I had to print and mail twenty-five thousand of the books, which cost me more than I had planned on at first; but I said, "If it is doing anybody any good, let it go."

When I came to give the book a name I didn't want to call it a "Peony Book" for fear people might expect too much, so I called it "Tips and Pointers for Beginners." That's the way I "let myself down easy."

But I found some people really regarded it as a kind of a Peony Bible. So in this edition I must put in some Peony faults, because in the first one I only spoke of the Heaven of Peony culture. Peony Purgatory is only a minor matter because the pleasures, the delights, the happiness of the real Peony fancy will open up to you enjoyment that only the real Peony fan knows.

Then I wrote asking for suggestions about how to make this "Unvarnished Facts" edition better than the last one. And many made suggestions of how to better it. You see others can tell what my book lacks better than I. I was pleased that so many were interested in making it of real value to those who are just starting or who have had some reason to want advice from older growers. Real flower lovers are kind hearted people and

RISING SUN, IND.—I do not know when I have ever read anything more interesting about peonies, and I received several tips. I like the honesty and sincerity of your language, and I feel that a man like that would surely succeed.



Bordering Meadow Path.

ready to aid others with their own experience. So I have tried to give what they say in their own words. It shows how many of us have the same experiences and the same thoughts. It's just getting these thoughts together and passing them on.

Right here I want to acknowledge the valuable suggestions received from Messrs. Long, McClelland, Brand, Little, Farr, Boyd, Upjohn, Christman, Doctor Bessey, Mesdames McCullagh, Pleas and others. Their advice on local conditions and experiences particularly are invaluable.

Well, let's talk about Peonies. If you are a beginner, I will tell you some things I have learned. It cost me money. You may have it for nothing. If you are not a beginner, you have already paid for it, so here it is.

You know you sometimes get a seed catalogue and you study it over, and you buy some seeds and plant them, fully determined to raise just as nice corn or just as big potatoes or just as handsome tomatoes as those pictured in the book. But somehow you don't produce them. The trouble is you don't know how as well as the experts who raise the catalogue kind. The beauty with Peonies is that you can't go wrong, unless you studiously try to do so.

Sometimes I think catalogues should have more space telling you how to do it. That's one reason why I am going to tell you some things not to do, and tell you why other things are done. I think a little telling goes a long way, when you are just beginning, and it makes it more interesting, too.

I have just now been reading an advertisement in the Woman's World by a poultry breeder, who offers the "Sixty-four most profitable" breeds. **Sixty-four!!** The more one thinks of it the more ridiculous it seems—like offering some 500 best varieties of Peonies.

Well, the first lesson to learn is that there are hundreds of varieties of Peonies. Possibly two thousand named varieties, but there are only a few best ones. If you know how to select, you may have the best as easily and as cheaply as the poor ones. This is lesson number one, and maybe you would learn it better if you paid as much for it as I did.

Of course, in telling you about Peonies, I tell what I think, based upon my experiences in growing them. Peony growing is not an exact science like mathematics. If one man multiplies 2×3 he gets six. Another man who multiplies 2×3 gets six. But it is not so with Peony growing. One



Wild Hillside Border.

man plants and gets good results and another plants and does poorly. Different men; different results. So others may think differently than I. All I can do is to tell you what I think, and why I think it. It is better that all do not think alike, for then they discuss things and so arrive nearer to the truth.

Then, too, there are many conditions that may affect the results obtained by the same person. For instance Dr. Upjohn writes me:

"I have in mind that there is too little knowledge of the effect of soil differences on the growth of Peonies. Some few people have such knowledge; the majority of people do not even know that there is such a question. Let me cite an experience: I have been from the beginning an admirer of James Kelway. To my mind it is hard to find a better, and I have wondered why there were others who

seemed to show indifference to its quality by their votes in the symposium. This past year it chanced that I had considerable blocks of James Kelway in three localities. On a rich loam with heavy sub-soil; on a lighter loam, and on very light soil without clay sub-soil, and I would be quite willing to vote either with the one who voted ten, or eight, or six, depending on location."

And Mr. Little writes me: "I find that Lady Alexandra Duff under certain conditions is a most wonderful flower with very delicate and dainty colorings, but that it must be bloomed in the shade or opened in the house to retain its beauty. If opened on the plant on a hot day it is only beautiful for about twenty minutes and then the color is gone. Unless the amateur knows this and handles Lady Alexandra Duff right it is liable to prove a great disappointment to him."

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	Adolphe Rousseau	\$ 2.00			Mme. August Dessert	2.00	
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	La France	5.00			Solange	5.00	
	La Lorraine	8.00			Souv. de Louis Bigot	6.00	
	Lamartine	8.00			Therese	4.00	
	La Perle	1.00			Tourangelle	3.00	
	La Rosiere	.50			Venus	1.50	
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	L'Elatante	1.50			Fancy hybrid delphiniums		
	Le Cygne	10.00			Long spurred aequiliginia		
	Livingstone	.75			Oriental poppies		
	Longfellow	4.00			FORGET-ME-NOTS PRICED AS SELECTED		
	Lora Dexheimer	2.00			AMOUNT FORWARD		
	Loveliness	3.00			TOTAL AMOUNT OF ORDER		
	50% OFF THIS LIST FOR ALL CASH PEONY ORDERS						
	Amount forwarded						

Classification

For my own convenience I divide Peonies into three classes. In the first class are the ones grown by professional commercial growers for the cut flower market. These are the varieties which are profitable to grow for the cut flower trade, because they are abundant bloomers, strong growers, reliable every year, not too expensive to own, lasting as cut blooms, ready sellers on account of their beauty of bloom; and some for trade reasons, such as being adapted to cold storage, etc. Now you will see that nearly every one of these reasons is a good reason why the beginner should select these varieties, and the happy part of it is that they comprise the very best and most reliable that have been introduced for a hundred years. The poor ones have been weeded out and discarded and the beautiful ones adopted. Then they have been so largely propagated that they are abundant and so as very reasonable in price. One can afford to have about a dozen kinds to start with and a dozen will comprise the best of this class if well selected.

As to the second class, it includes what might be termed "the best at any price." They are too expensive for the beginner to buy at first. They cost from \$25.00 to \$50.00 per root up, also down. The reason for the high price, of course, is because the supply does not meet the demand. The reason the demand exceeds the supply is either because the Peony is a seedling of recent introduction, or because the variety is so slow of reproduction it remains scarce even though introduced years ago. Now all of these high priced varieties are being tested out both by amateurs and

by professional growers and gradually are relegated to the proper place in the first class, or in the discard, or third class.

The third class, or discard, is made up of hundreds of Peonies which have never been worth having or which have been at one time desirable, but have been out-classed by new seedlings which were more beautiful or more reliable in habit of growth, or had other superior qualities.

If you will think a moment you will realize that there cannot be over a thousand varieties of Peonies unless many, many are so near alike that only an expert can distinguish them. So you at once conclude that there is no use in buying all of these varieties, nor nearly all of them.

I started out to get twelve best cut flower varieties and twelve of the best at any price. Well, I think I have the best reliable or cut flower varieties, but I must confess that my twelve best at any price have grown to around a hundred and I am still buying better ones when they are brought out.

But I think one should try to keep it down to a dozen of this class, or as near as he can, until, indeed, he grows into the faddist class and becomes a "fan," when he surely will not be content with a few of any selection. To the flower lover who has his or her flower garden in a city lot, twelve of the old reliables and twelve of the most beautiful new ones, making twenty-four varieties of Peonies, and especially if he has at least four or five of each, will make a wonderful display.

A Few Tips

If you are comparatively new at growing Peonies, I suggest that you would do best not to select from a catalogue yourself, but rather take the advice and suggestions (such as will be found further on), of a grower whom you can trust. There is a reason for this suggestion. A description may be true and it may describe one of the loveliest of all the Peonies, but seldom tells all that an expert grower knows about any variety. There are, for instance, a few of the most lovely of all Peonies (Auguste Villaume, Mignon, etc.), which one would be lucky to get to bloom at their best oftener than once in four or five years. Such an uncertain bloomer, though beautiful beyond words, would be a distinct disappointment to a beginner. That is one reason why the cut flower growers discard all but the most reliable of the most beautiful.

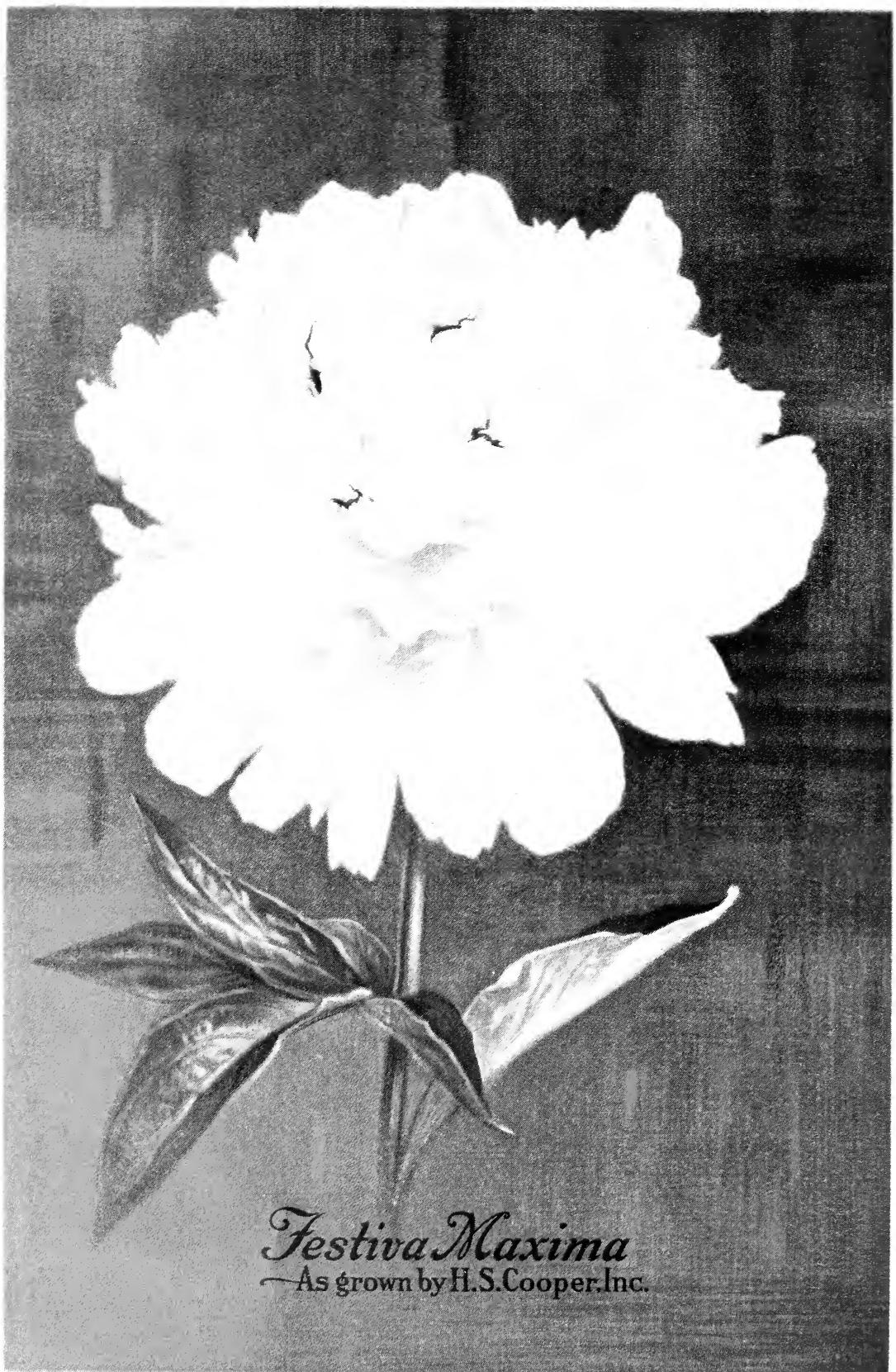
Select a grower whom you think to be honest and dependable and follow his advice about the list you select for yourself. Of several other reasons why you should have advice about what to buy I might give you one more. Many of the Peonies listed in catalogues are sold under different names by different growers and even by the same growers. For instance, Edulis Superba has been sold under twenty-three other names. Then some who catalogue Peonies for sale are

mere dealers who list them for sale as they do seeds and other plants and who do not grow their own Peonies or even know them to be true to name.

There is another reason why you should select a responsible grower. I would prefer not to tell. I am not proud of it. You had better pass this paragraph. But as I am giving pointers to beginners, I must give this one.

Most people dislike to tell when they get "stung," because they don't like to be "kidded" about it. And they seem to think if they don't own up to being stung other people will think them to be too smart to be stung. Well, I've been stung. Mr. Farr has said that people who love flowers are honest and can be trusted. But some, who may love flowers, love money more. All of which leads up to this: When you send money in advance, be very careful to whom you send it. It cost me more than a hundred dollars to learn this. When you are requested to send cash in advance or to send references, if you do not know your man to be reliable, why would not some "reverse English" on the reference be advisable? Why not ask him to send you references, if you do not know him? There are plenty of reliable growers known.

Now that I have told you how I have been stung I will tell you why. It was nearly always when I



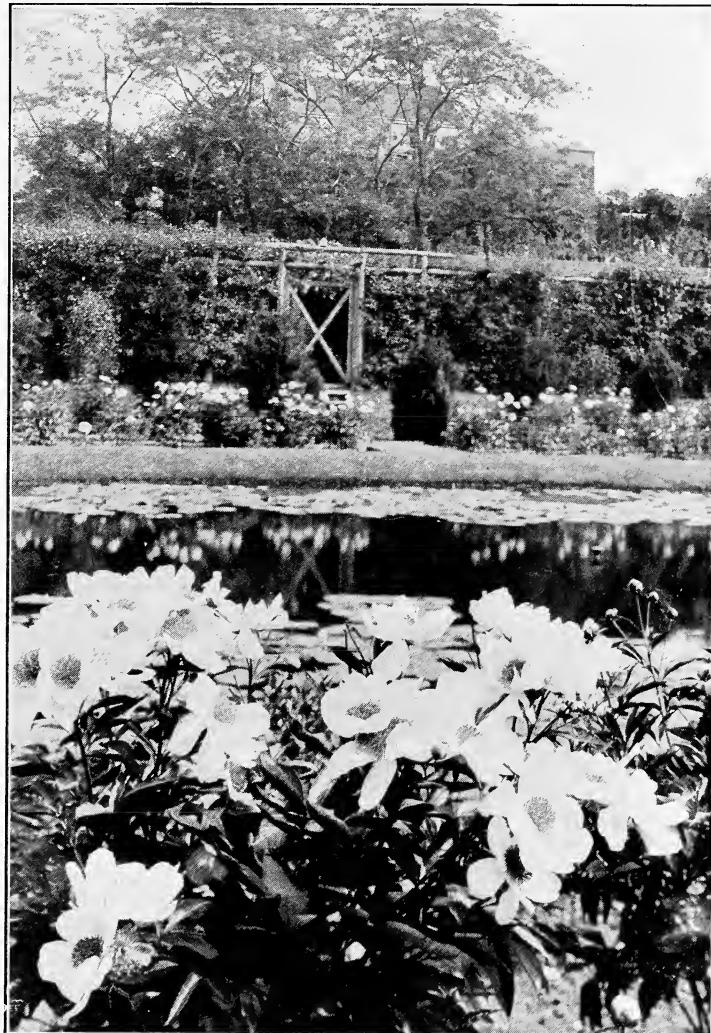
Festiva Maxima
As grown by H.S. Cooper, Inc.

was trying to get something at a less price. When one tries to get stuff cheap he usually gets cheap stuff. There are those who always sell cheap stuff and there are those who always sell good plants. Buying cheap plants is the poorest kind of an investment because plants last so many, many years. They are there so many years to remind one of his poor judgment. The best plants are so very much more satisfactory than poorer ones. The real trouble is in deciding from whom to buy, because the one who sells cheap plants tries hard to make us believe that he is selling plants cheap and many times he really puts it over on us.

Now all this may convey to you the impression that choosing Peonies is a very complex matter, but really it is a very simple one when you are rightly advised. For the American Peony Society has taken a vote of all of its members as to the merits of the various varieties, and, of course, the ones ranking highest according to the vote are the ones that are most desirable until superseded by new and better ones. Of one thing you may be sure. As the rose is the finest of all flowers in the South, so the better Peonies are the most beautiful and most satisfactory flowers for the North. Even the rose, the queen of flowers, cannot compare with the Peony in its own home. When one thinks of the care required to grow roses, to cure their diseases, to combat the insects; and then thinks that Peonies have no insect enemies and almost no diseases, he sees the superiority and recognizes that the Peony is the King of Flowers. Few even of flower lovers know how beautiful the modern Peony is. The best of the very newest are not at all widely disseminated because the Peony is so very slow of multiplication.

Not only do the fine varieties equal the delicacy of coloring and beauty of the finest roses, but many flower lovers do not know that the fragrant varieties of the Peonies have the true rose odor. On account of the very much greater size of the Peony, it excels the rose both in beauty of form and of coloring and really excels it in fragrance. Rose lovers should familiarize themselves with the beauty, fragrance and hardiness of the improved Peonies.

Following is given the classification as taken from the Peony Society's Bulletin No. 7. It is easy



Not Water Lilies—Look Again.

to understand. The scale of grading is explained. It is easy to see why many varieties are now being dropped as worthless. On my own lists the Peony Society's grading figures are given preceding the name of each variety.

The statements following are quoted from the Bulletin:

"The voting was upon a scale of ten, in which a grade of ten represented the highest excellence, nine high quality though not the highest, seven to eight fairly good quality, and anything below five a kind not worth cultivating.

"Thus Achille, the first variety on the list, was graded nine in one list; eight in two lists; seven in one; six in four; five in three and four in one. Twelve votes were cast in all, from which we get an average judgment on the merits of the variety, placing it at 6.3 on a scale of ten.



"Applying here the principle of requiring a basis of at least twenty votes to make it authoritative, we should attain the following results:

9.7 Le Cygne, Solange, Therese.

9.3 Festiva Maxima, Lady A. Duff, La France.

9.2 M. Jules Elie, Sarah Bernhardt.

9.1 Baroness Schroeder, Mme. Emile Lemoine.

9.0 Marie Crousse, Milton Hill.

"Certainly a conservative list, but a grand dozen. Each of us will regret in it the absence of some of his favorites. Accepting eighteen votes as a basis we get Mme. Jules Dessert and Tourangelle at 9.4 and Walter Faxon at 9.2.

"A striking fact regarding the entire group of Peonies that rank high in this Symposium is the disappearance of the old sorts. The group of twelve that rank above nine, with the one exception of Festiva Maxima, date since 1885, and about half of them, including the top three, are since 1900. The older sorts, which made up the bulk of Peony catalogues twenty-five years ago, the varieties of Guerin and Verdier particularly, where are they? Could we not just as well eliminate the bulk of them for good and all? Why might we not make a good beginning by throwing them out of commerce by general agreement? Is not this

Society at any rate ready to begin here with a list of varieties recommended for the rubbish heap?"



Aurore.

LINCOLN, ILL.—I was so interested in your peony catalog that I had several shrubs removed last week in order to add some Peonies.



Peonies and Iris, Alternating.

The American Peony Society

You should become a member of the American Peony Society. It will pay you, because of the information you will get from it, and, more than all, you will get so much added pleasure from your knowledge of Peonies in general and your more intimate fellowship and sympathy with your own plants and garden. You can't afford not to join. (Write to W. F. Christman, Secretary, Robbinsdale, Minnesota).

Before the formation of the Peony Society, it was the ambition of many enthusiasts, and also of growers, to see how many different varieties they could get together. But the work of the Peony Society soon showed that it is not numbers of kinds that count, but the superiority of the kinds you do have.

Mrs. Harding says: "An uncritical buying of half a thousand varieties does not in my opinion constitute a fine collection. It is better to have a small number which have been carefully selected and which reach the highest standards."

Prof. Leon D. Batchelor has said: "It is probably a conservative statement to say that the Peony interests of the country would be better off, if about seventy-five per cent of the varieties were

destroyed and future propagation made from the remaining twenty-five per cent of superior varieties."

The work of the Society in spreading information about quality in Peonies caused a sudden slackening in the demand for the inferior kinds and just as sudden a demand for the superior varieties.

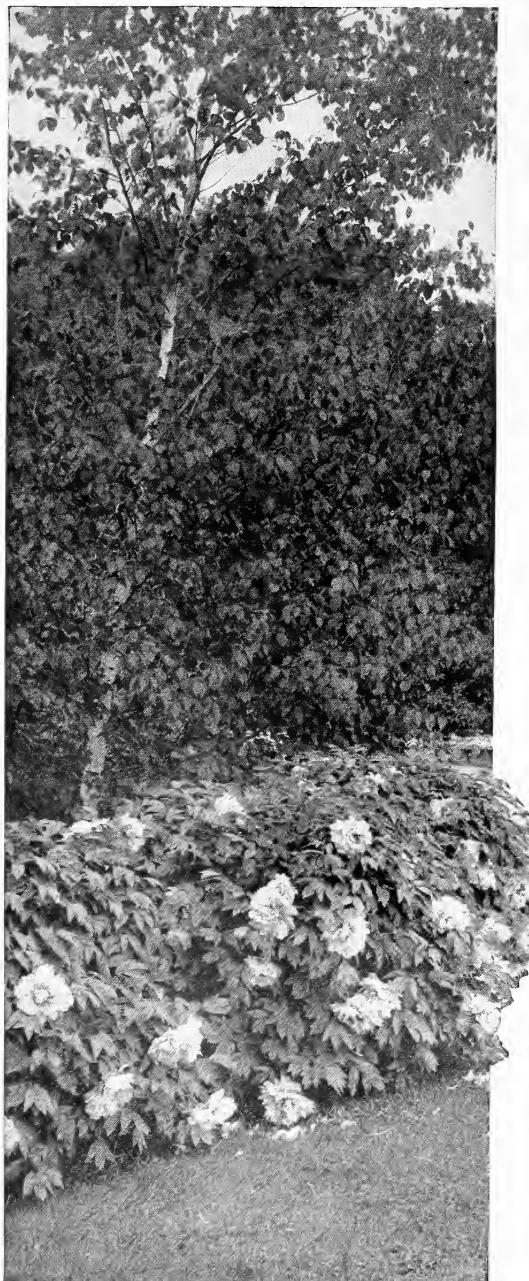
Some growers were caught with thousands of the inferior ones on hand, which they did not wish to dig up and throw away. They cannot sell them to members of the Peony Society, so their only chance to unload them is to sell to those who have not informed themselves by joining the Society. It pays to join.

Some growers are already beginning to "get from under." I have heard of one grower who is unloading his inferior varieties and who sold 50,000 on one order. This means a lot of cheap junk on the market, which will be unloaded on the unwary through department stores, seed houses and many avenues for bargain sales.

There is only one way to keep from being stung, and that is to insist on knowing the Peony Society's rating on every variety you buy. Buying direct from reliable growers on a guarantee of name and Society's rating is the best protection.

Cutting Peonies

Nearly all Peonies fade in sunlight. So if left to open and stand in the sun, they lose much of their beauty when the delicate shades of flesh, lilac and lavender are lost. No matter how few plants you have you should cut the flowers off and let them open in the dark, or at least in the shade in your home. Until you do this, you will never know the exquisite beauty of the color shading of the higher class Peonies. Peonies should be cut when the bud is about half open; when you can see what color the flower is going to be. Do not cut the stems so long that you take all of the leaves with the stalk—leave one or two bottom leaves, or, if you cut the stems long for a reason, you must not cut all the stalks. Some leaves must be left to insure you flowers for the next year. Cut Peonies should be kept until needed for vases in a dark, cool, dry place, either in water or without water. Try both ways and you may learn something interesting. When putting in vases for the living room, cut off the bottom so as to have a fresh cut; repeat every few days when you change the water.



And even in cutting stems of flowers there is a right way and a wrong way. A man usually cuts them with a knife, but a woman ordinarily uses a pair of shears. Now a flower stem is a bundle of tubes in which the water collected by the roots is carried to the leaves and flowers. In cutting the stem with a pair of shears or even with a dull knife the stem is compressed or flattened. When the cut is completed and the pressure removed the stem expands again. In expanding it opens up the little tubes which themselves expand also and in doing so suck into each a little air. The little bit of air acts as a stopper in the tube which prevents the passage of water up to the flower very much as the presence of air stops the circulation of water in a radiator when it is "air-bound." If the stems are plunged into hot water and allowed to remain, the expansion of the juices in the little tubes, caused by the heat, expels the air stopper so the water can pass up. That is why putting flower stems in hot water is so often better than putting into cold water at first. But why let the air get into the stem at all? Why not just stick the stems under water when you cut them off for the vase. If done that way no air can get into the little tubes so the flowers will get all the water they need and will not wilt so soon. Try this way and see if your cut flowers do not last longer.

Mulching

I do not make a practice of mulching. I do not think it any advantage excepting in case of first Winter after planting and then only to prevent "heaving out" of plants by frost. I have never known an established plant to be heaved out. I do not mulch with manure as is recommended by some, as it is sure to come in contact with the crown of the plant, which may be more harmful than beneficial. I prefer to use manure in the soil to enrich it before planting and thereafter depend upon Bonemeal, Copperas, Potato Mixture, etc., being cautious about using any kind of prepared commercial fertilizer that I do not know all about. Some cut off the Peony stalks and leave them on the land as a mulch, but I prefer to take them off at once and burn them as a precaution against any fungus infection that might lodge and then spread. Prevention beats cure.

These remarks refer to northern planting. In California and in the South where the sunshine is hot for long periods there can be no doubt that a mulch of leaves or similar covering would keep the soil cool and moist and be of great value.

Cultivation

Peonies are so easy of culture that they are the most satisfactory of all flowers to grow in the North.

For garden planting the root divisions should be planted so the crown or eyes will be between two and three inches below the ground. If planted too deep they may not blossom. If not deep enough the frost is apt to "heave" them out. While Peonies will grow in almost any soil and have nice flowers it is certain they will fully respond to care. First use good rich garden soil if possible. Don't over-do manuring. Don't use any but well-rotted manure in any case. Don't plant in a lawn and then leave the sod to grow around and choke them. Give them good cultivation, as indeed you should do with any flowers. If it is very dry weather before blooming time, give them plenty of water. Give them a fighting chance. If you will give them these things, Fertilization, Cultivation and Irrigation, they will love you for it. Success with Peonies is so easy that failure is almost inexcusable.

In field culture they are more easy to raise than potatoes. Once planted you do not plant every Spring, you do not dig them up every Fall. You cultivate them with a horse a few times before they bloom and you are about through. They give you a big crop of blossoms in the Spring and a big crop of roots in the Fall. New plantings should be mulched over the first Winter with straw, which, if short, can be cultivated into the ground in the Spring, saving work of removal. The beginner who gives his Peonies a good chance will be not only delighted, but surprised that he can raise such grand flowers with so little knowledge or care. No other flower will give so much in return for little. No other flower will give so much in return for good care.

Preparing Ground, Planting and Labeling

Whether your soil is heavy or light, it must have good drainage—that is, water must not stand so as to keep the soil wet—wetness and fresh manure are poison to Peony roots. Any old place, that will do for other flowers, will do for Peonies. But in preparing soil for Peony planting, bear in mind that you are about to plant for a lifetime, and that fine flowers every year for a lifetime are as gratifying as poor flowers for years are disappointing. As you are planting for years, take time and trouble to do it thoroughly once. It is not at all necessary to make extra preparations for Peonies. We tell you how, so you may have the extra pleasure if you want it. It depends on how much of a fancier you are. Peonies are gross feeders, so there should be substance to the soil. If you have light, thin, sandy soil, it might perhaps be cheaper and better just to take the sandy soil right out and replace it two feet deep with good, heavy soil, than to try to enrich the sand by adding humus.

But if you are going to bring up a sandy soil, bear in mind the proportions used by greenhouse men, in making their soil for pots, etc.—two (2) parts black soil or rotted sod—one (1) part sand and one part humus or rotten leaves and some finely ground bone-meal, etc.

A fair body of clay helps sandy soil if mixed in. If you have a heavy soil we will suppose you have a clay sub-soil and that it is tile underdrained. A good way is to spade into your soil a reasonable amount of thoroughly rotted old manure or barnyard soil or bone meal. Do not overdo it. A better way is to spade the fertilizer, of whatever nature, very deeply into the soil, which you can do by throwing the spaded soil back in front of the spader and keeping a deep ditch or





Mass Planting to Cover Hedge.

furrow always open while spading. A best way is to spade fully two feet deep by throwing one foot of soil right out and then spade a liberal quantity of manure into the bottom foot of sub-soil. Then replace the top foot of soil and spade in a liberal quantity of bonemeal throughout the top foot of depth. This will give you a plant bed thoroughly spaded and fertilized two feet deep. The young Peonies will start nicely in the bone-meal soil and by the time the roots reach down into the sub-soil the fertilizer then will have become well decomposed and incorporated. Having prepared your soil, plant the divisions so the top or eyes will be between two and three inches below the level of the soil.

Don't plant the roots flat like canna roots, but stand them up if not too long. A straw or leaf mulch over the first Winter to prevent the frost from heaving them out will be a good thing. Peonies should be about three feet or a little more apart each way. They do not do well when planted where Peonies have grown before, but if wanted in the same place, the old soil can be removed and fresh soil filled in its place—wood ashes are often recommended for fertilizing Peonies, and, of course, it is mainly for the potash in the ashes. Lime and potash is a good dressing for Fall. Lime is good for acid soil made so by continual application of manure. Heavy clay soils are seldom deficient in potash. When planted in heavy or clay soil, Peonies usually have noticeably deeper and stronger coloring than in sandy soil.

In the spring of 1921, I had about two acres of land that had been overcropped. I bought five hundred dollars worth of fresh cattle manure and put it on about four inches deep. I plowed it under in the Spring lightly—just enough to cover it, and by August it was thoroughly decomposed. I then plowed the land fully twelve inches deep, throwing the fertilized soil to the bottom, which made an ideal Peony field. By preparing land six months

in advance of planting, fresh manure can be used nicely if old cannot be obtained.

When you are planting, be sure not to omit the most important of all—be sure to label your plants so you will know in years to come what varieties you have. Very few people know what they already have and so they lose much interest in trying for finer flowers. Label the varieties plainly and securely, so the labels will not be lost. Then to make assurance doubly sure, make a little map on a piece of paper and mark on it the names and locations of varieties and then put the paper between the leaves of one of your flower books and keep it there, so it will not become mislaid and lost. These things take only a little time and will give you great satisfaction later in greater interest in your flowers.

Planting Season

When you plant Peonies, you surely plant expecting them to grow, thrive and blossom. There is only one right time to plant, and that is from September first until the ground freezes. When the blossoms are gone in July, the Spring's foliage ripens and new eyes or buds are formed on the roots for next year's growth. These eyes or buds advance in size and development from July first until freezing so far that they spring into activity and out into the open air as soon as frost goes out of the ground in the Spring.

The new buds that are formed on the roots seem to stop to rest in Summer under the heat and dry weather. When this dormant or rest season occurs, about September first, is the time to dig up and divide and transplant. Because when the fall rains come, little new roots begin to spread out, ready for the early jump into life the next Spring. You should order, and get your roots in and planted as early after September first as you can, so as to take advantage of the Fall growth; whereby

MONROE, WIS.—I find your peony book very useful and interesting and am sure it would not take much to get me started to raising them as a special side line.

the roots will have the advantage of that preliminary start which Peonies make in the Fall ready for the early Spring jump.

Those who sell roots for Spring planting recognize that September is the time to dig and divide. When so divided, they are put into cold storage and kept for Spring planting. Some say roots can be kept in cold storage six months and then planted without harm to the roots. True that the Peony is so hardy and determined that the roots will grow and many times blossom. But it would make you heartsick to read the many letters I receive saying, "I planted my Peonies two (or three) years ago last Spring. Why do I not get any bloom?" For the Peonies' sake, I wish the yearning in the human heart to plant flowers came in Fall instead of Spring. Do you not see how the poor roots are shocked by six months of dry and cold (particularly the dry) in storage?

Now I cannot find it in my heart to sell Peonies

for Spring planting, when I think of the poor dried out refrigerated roots and when I think of the poor buyer, who will wait and wait for blossoms. In the Fall of 1920, I planted over nine thousand divisions of Felix Crousse and Festiva Maxima. In the Spring of 1921, ninety per cent of the young plants had buds or blossoms. Fall is the time to plant and orders should be in early in the Summer, so as to have the benefit of an early turn at shipment and an early September planting, and the benefit of the new roots that start with Fall rains.

When I urge you to order early in Summer, it is not altogether for my convenience. It is for your own success and benefit, too. Try it out. It is by trying out these suggestions that you gain experience and success.

If Peonies fail to blossom, it is not the fault of the Peonies. It is someone's else fault. How often the Peonies are blamed for the faults and mistakes of others.

• FELIX CROUSSE FROM COOPER •

Roovers Bros., Brooklyn, New York, make machines (costing \$100 and up) that will emboss as shown above on zinc, brass or aluminum. The label can be made of any length in one line of type. The hole is automatically made and the lettering and spacing can be as desired. When you have the machine, the only cost is a nominal one for metal strips and for labor. This, of course, is only of interest to nurserymen. These labels can be tacked onto wooden stakes if desired with copper tacks or any other kind you wish.

Labeling

Methods of labeling vary so greatly that it seems best to mention how it is done and which method is best. The usual method is to take $\frac{1}{2}$ -inch or 1-inch boards 3 inches wide and three or four feet long, paint them white, mark them with paint or otherwise and sharpen and drive into the ground. These are all right in a small garden, but they soon rot off in the ground and where a horse and cultivator is used they are continually knocked down and many times are set up again in the wrong place, causing mixing and trouble. Metal labels are much more permanent and may be used attached to iron rods. I use a $\frac{3}{8}$ -inch galvanized iron rod 18 inches long with a $\frac{1}{8}$ -inch hole (drilled near the end) through which a copper wire for fastening the label can be threaded. Though a rod 3 feet long may be used where cultivating is done by hand, I use the 18-inch rod so as to drive

it down so low that the horse cultivator does not hit it and knock it over.

There are several kinds of metal labels that can be used. A strip of common sheet zinc may be used and will last some years if written on with a common lead pencil. As the zinc oxidizes in the air and weather, as it will do, the lead name will form a mark on the zinc that should be fairly durable but not so good as the stamped or embossed labels.

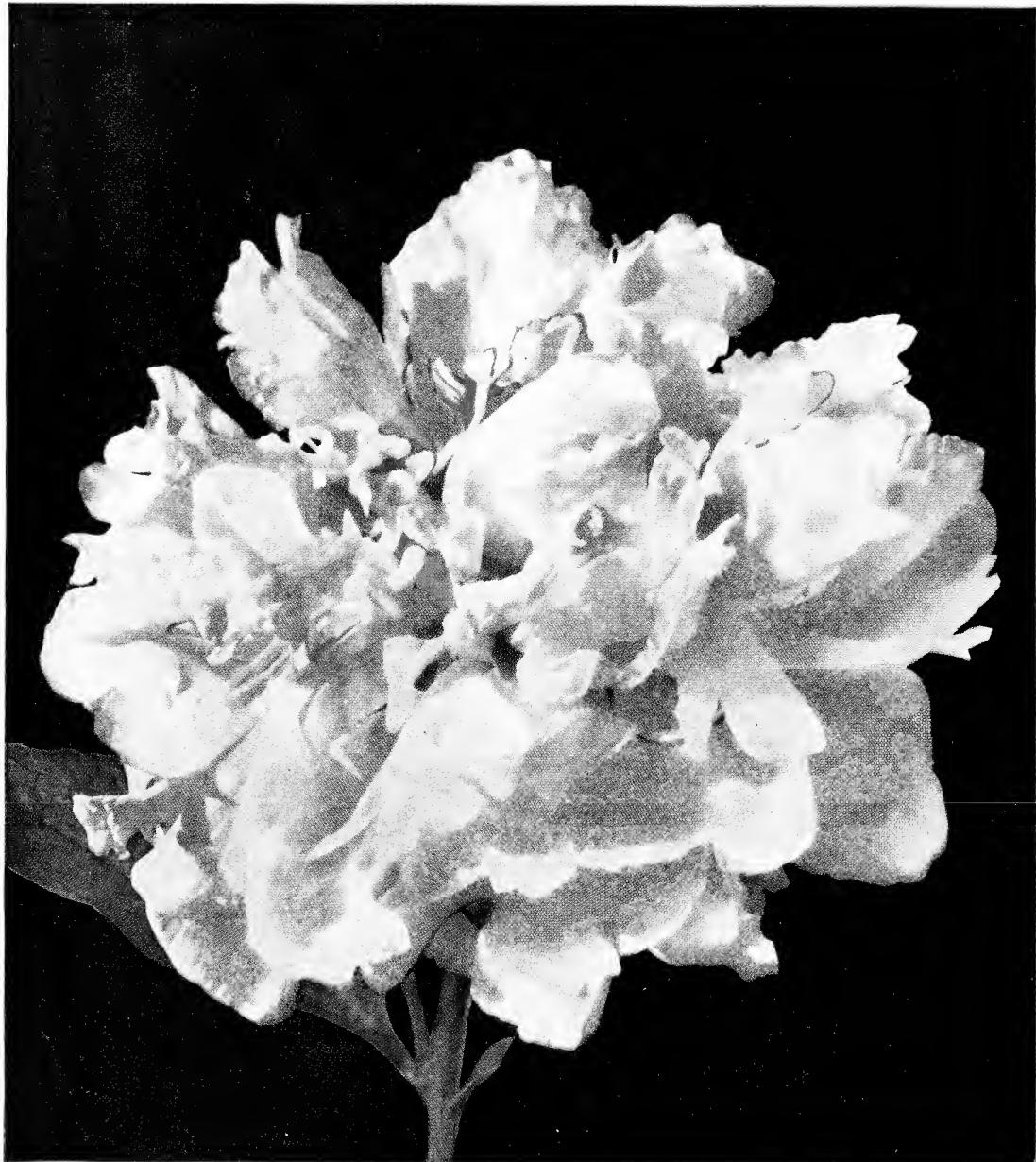
If interested in labels write direct to the makers. Do not write to me.

A galvanized iron or copper plated rod will not rust for many years when driven into the ground. Use copper wire to attach labels, as it will not rust.

Zinc, aluminum or brass labels are almost indestructible. I use the heavy zinc labels in my own garden and have never seen anything that appealed to me as being so satisfactory.



The label shown just above is of heavy zinc plate, can be had in three lines of type and can be bought made to your copy at 3 cents each from The Addressograph Company, Chicago, Illinois.



9.1 Lady Alexandra Duff

(Kelway 1902). Outside very light rose shading lighter toward center; very large terminal flower, laterals water-lily shaped. Does splendidly in the South. "This is the one Peony most talked of in the Peony world." Very prolific, striking, scarce and desirable.



AN INFORMAL BORDER

Propagation

Old varieties are multiplied by root division only, but all new varieties start from seeds and it takes about seven years from the seed to the proven variety and even then it takes years of further proving out by critical growers. Any Peony, and especially is it true of seedlings, is liable not to bloom true to type for the first one or two years from planting. With a seedling the blossom may one year be a beautiful flower and the next year the blossom may be very inferior and the handsome blossoms may never come again. So it takes some seven years for a seedling to become reliable as to type.

Now we will suppose we have a seedling (perhaps one in a thousand seedlings) which we judge good enough to multiply. We can figure if it happens to be a prolific grower that we can double, by root division, the number of plants each year. So we start after seven years with one plant. The eighth year we have two plants, the ninth year four, etc., and after thirteen years we will have about fifty plants. So desirable new varieties are scarce and valued for a good reason.

A. C. Beal says: "The indiscriminate sowing of Peony seed of unknown parentage, with the expectation that new and distinct varieties may be obtained, should be discouraged. There are too many varieties now and the most, if not all, results of accidental crosses are probably already known.

Seeds should be gathered as they turn brown and be planted immediately. If the bed is not ready, the seeds should be packed in boxes or flats with alternate layers of seeds and moist sand. In plant-

ing, seeds and sand may be sown together or the seeds may be sifted out of the sand immediately before they are sown. Never allow the seeds to become dry, either out of or in the soil. Seed that has become thoroughly dry will require two years in which to come up, if they come up at all. Sow the seeds in drills from four to six inches apart in well prepared beds so that the seedlings may be carefully weeded when they are small. After the plants appear it takes four to eight years for them to produce typical blooms. One cannot determine from the first flowers what the variety will be."

Anyone who starts planting Peony seeds is starting on a long road that will take years to arrive. Anyone who wishes to try it cannot do better than write to Mr. A. M. Brand, Faribault, Minnesota, for his catalogue wherein he describes his methods very fully. There are positively too many varieties right now. I will venture to say, that of all the seeds planted and seedlings grown, there is not more than one, on an average, each year that can be said to be better than those already on the market. Yet there are dozens of new varieties introduced each year. Too many.

And right here we are impelled to note how sad it is that so many flower lovers do not know the wonderfully wide difference between the cheap and commonly known varieties of Peonies, which belong in our third class or discard, and the nobly beautiful Peonies which may be put in the first and second classes.

Words fail to describe the enthusiasm and pleasure to be derived from the possession of, and association with, such rarely beautiful flowers as the Peonies ranking among the twelve best.

Commercial Growing

They say "the world is going mad about Peonies," and no wonder. The beauty of the flowers alone would do it. But there is the mercenary side. There are two branches of the Peony business. One is to raise Peonies for the sale of cut flowers and the other is to grow them for sale of roots. These two branches of the business are very distinct and the Peonies are handled very differently. If you were growing them for roots you would divide them every two or three years. My own practice is to dig them up and divide them every third year, because one gets nearly as many divisions and by leaving the plants to grow three years they are more rugged and strong and healthy. Digging up and dividing every year or two sets the plants back and the shock of continual division and disturbance weakens their vigor.

When the planting is made for the sale of cut flowers on the wholesale market the selection of varieties would be different. The arrangement of the plants in acreage planting is also different. We will suppose you were planting a ten acre field for cut flowers. One way would be to plant thirty-six inches apart each way so as to allow horse cultivation both ways. In this case the plants would be left undisturbed for years to bear flowers to cut. Planting thirty-six inches apart each way an acre would hold about 4,900 plants.

When starting on a smaller scale a good way is to plant rows thirty-six inches apart and eighteen inches apart in the row. This contemplates horse cultivation one way and hand hoeing the rows. In this case the plants would be left alone to grow for three years and the third year they would be too close, so every second plant should be taken up and divided, from which dividing enough divisions should result to plant some four acres more, putting them thirty-six inches apart each way. The original planting would then stand thirty-six inches apart each way and all could be cultivated with a horse both ways.

Now to illustrate the profits in cut flower growing, we will suppose you have planted one acre eighteen inches by thirty-six inches. You would plant about $4,900 \times 2$ or 9,800 divisions on your acre. You should not cut the blossoms the first year at all and the second you would about pay expenses, but the third year you would begin to come into your own. During the season of 1921, the wholesale cut flower market for Peonies in Chicago was \$6.00 to \$8.00 per hundred. We will suppose you were unfortunate and got only \$4.00 and that it cost you \$1.00 for 100 to cut and ship and market them. They would net you 3 cents each.

Your 9,800 three-year-old plants should average over ten blooms to the plant. Many prolific varieties would go fifteen or twenty to the plant. Figuring ten each would be 98,000 at three cents each or \$2,900 net. And then your four acres of divisions 36×36 would be 19,600 plants. We will say you started out with a good quality of plants costing an average of \$1.00 each. Your original investment would be \$9,800, and your third year income would be \$2,900 for flowers and 19,600 divisions should be worth 50 cents each or \$9,800, or \$12,700 income on an investment of \$9,800; from which income of \$12,700 should be deducted the cost of care for three years. In addition to the income from flowers annually, the roots should increase 50 per cent in value each year. The sixth year your 25,000 plants should have at least ten blooms each, 250,000, which, if sold to net 3 cents each, would be \$7,500. Some growers for the cut-flower market have plantings of 50 to 60 acres. A man can start on any scale he wishes, whether large or small. When growing for roots, the selection of varieties is different. Some of the varieties in that case running \$10.00, \$50.00 and \$100.00 per root, but with a selection of good varieties should average two to four dollars. On account of divisions being made frequently, the yield should average some 50 per cent to 100 per cent per annum. This is a very nice increase on any sized investment.

Here's a thought for one who is beginning to plant for cut flower sales. Plant the best new varieties, because the roots double in value all the time you are selling flowers, and then by having the novelties and nicest flowers on the market you get top prices. Of course, your investment is greater, but you are always three jumps ahead. Don't bring up the rear.

There is more profit in raising the high priced roots. They are high priced, because they are scarce and in great demand. The demand means quick and easy sales. You can easily figure that roots worth \$25.00, \$50.00 or \$100.00, when they are in demand and they double each year, show a better profit than roots at \$1.00 each when doubled. Besides you will be cultivating square rods instead of acres. Less work, more profits.

When making small, ornamental plantings, one could take the advice given later on and make his own selections, but when going in for cut flower market growing or for root growing, one should be very careful to be fully and reliably posted on varieties and culture.

"Every man takes care that his neighbor shall not cheat him. But a day comes when he begins to care that he does not cheat his neighbor; then all goes well."

—Emerson



Singles in Mass. Effective—Attractive.

Peonies in the South

(From notes taken by Mr. Long in an Alabama test garden over a period of twenty years).

Most agricultural papers claim that Peonies cannot be successfully grown in the South. This is by no means the case. As fine Peonies can be and are grown in the South as in the North, but more care must be used in selecting soil and varieties, and the culture is somewhat different.

Many varieties that do well in the North are worthless in the South. The early or midseason varieties are always more reliable than the late varieties. The semi-rose, bomb and crown type are usually better than the full rose type. Certain kinds, which for unknown reasons will not open buds here, are considered among the most reliable in the North, and some considered early in the North are very late in the South and vice-versa.

The following varieties are very uncertain and most of them absolutely worthless in the South: Auguste Villaume, Claire Dubois, Couronne d'Or, Eugene Verdier, Livingstone, Madame Ducel, Madame Emile Galle, Marie Lemoine, Rubra Superba, Solfatare, Milton Hill, Albert Crousse, Elwood Pleas, Mont Blanc.

The most reliable and best of the cheap varieties for the South are: Duc de Wellington, Edulis Superba, Felix Crousse, Festiva Maxima, Madame Auguste Dessert, Madame Calot, Jeanne d'Arc, Marguerite Gerard, Modeste Guerin, Suzanne Dessert, Mme. de Verneville.

The best and most reliable of the latest novelties and high priced older varieties: Asa Gray, Baroness Schroeder, Kelway's Glorious, Lady A. Duff, Le Cygne, Mme. Jules Dessert, Miss Salway,

Mons. Jules Elie, Solange, Therese, Tourangelle, Grandiflora, Venus, Walter Faxon.

In the South never plant small divisions, for the first long, hot Summer is most trying before they become acclimated. Order two- or three-year-old clumps.

Stiff clay is best. Next is a loam underlaid with clay sub-soil. Peonies are almost sure to fail in the South if planted in sandy soil. The soil must retain moisture, but water must not stand on plants.

If planted in a clay soil or loam with clay sub-soil, Peonies do well when planted in full sun, but the ideal location is where they get the shade in the afternoon, such as on the east side of the house, but not closer than three feet to the foundation. They need the sun at least half the day. never plant in a low place where water stands for several days after a rain.

The surest way to fail in the South is to plant in soil enriched by new or fresh animal manure. This causes more failures than all other things combined. It starts rot, and in a few years the plant dies and never produces a bloom except possibly the first season after planting, before rot makes much headway.

Use no manure unless well rotted—12 months old at least—and mix thoroughly with the soil, so it cannot come in contact with the Peony root. Better still, use no manure, but substitute bone-meal, and once a month or oftener during the growing season ring the plants, about three or four inches from stems, with finely powdered Copperas, using about a tablespoonful each time. Copperas is not only a fine fertilizer for Peonies, but keeps them healthy and vigorous.

Peonies for California

Mrs. McCullagh prizes very highly for California two varieties which are not so highly regarded in the East. Namely Sulphurea (Lemon) and Pallas (Terry). She also has discarded Pelle Mauve, Lamartine (Calot), Felix Crousse, Eugene Verdier and Madame de Galhau.

The following varieties that are offered in this catalogue she regards as her best: Bayadere, Le Cygne, Milton Hill, Walter Faxon, Grandiflora, Jubilee, Lady Alexandra Duff, Alsace-Lorraine, La Perle, Therese, Marie Jacquin, Duchesse de Nemours, Marie Crousse.

Also this list of good Peonies, but not the best: Mons. Martin Cahuzac, Madame Calot, Albinflora, The Bride, Couronne d'Or, Adolphe Rousseau, Queen Victoria, Marie Lemoine. All of these are valued in the order as given above, the first being the best.



Mrs. McCullagh says:

"I do not believe that Peonies can be 'popularized' in California generally, because, to counteract the effects of drought, both in soil and atmosphere, through the Summer, requires water and labor, and both are expensive. Skilled labor almost unobtainable.

"My knowledge is very limited; limited to observation in my own garden of less than 150 varieties, and to the climate of Santa Clara County. As for 'climate', California has so many climates, so mixed, divided, 'spotty', as to be almost unbelievable to a stranger. It is unlike any other country that I know in that temperature does not seem to be influenced by latitude. It seems most arbitrary, but in fact, both temperature and humidity are according to the distance from the ocean, and the trend of the many ranges and groups of mountains. What is true of one locality may be quite untrue of a place a few miles away. Places north of Sacramento are often hotter than the southern part of the state.

"I saw Riverside orange trees cut by frost, as ours, (500 miles north of there), have not been cut in 35 years.

"Plants will grow at Santa Cruz, facing south on Monterey Bay, that die for want of sunshine in the beautiful gardens of 'Del Monte' with a northern exposure twenty miles across the same bay.

"What Carl Purdy can do in the North near the water; what I can tell you of a hillside facing east in Santa Clara County; what Mr. Pleas has found at Whittier (in Southern California); can be but little guide for other localities.

"I do not believe the absence of frost has any effect on my Peonies except to make the earlier varieties start to bloom about one month earlier than they do with you; and to greatly lengthen my season of bloom. This began last year, April 12, with Lemoine Hybrids. The first Chinese opened April 22. The last Gismonda fell June 10, a season of seven weeks.

"The absence of rain is a distinct advantage in blooming time. As we can give the roots plenty of water just when and where we wish, the flowers are kept dry. Through the Summer the moisture can be kept in the soil, but the dry atmosphere is a drawback for which

I know no complete remedy. Among California's wonderful wealth of plants some few are grown with effect, and the Peony is one of them.

"On the other hand, I will add for amateurs that 100 roots in my private garden are grown without great expense, and give me more pleasure than any other class of plants of the many I have grown and loved there for forty years.

"I would advise a beginner in California to first lay his water pipes, place his valves so that water could be run on the ground from a hose till the plants are done blooming, and from automatic sprinklers the rest of the Summer. Next dig deep beds, as level as possible, for retention of water. Settle the beds well with water before planting. Use no manure near the roots, or crowns; I only use very old manure anywhere. Plant at least 3 feet apart. Not more than 2 inches deep to the main bud; (no provision for frost is needed). Water well when planted, and no more till the following Spring.

"Order early; I plant in September. Buy from responsible, good dealers, who grow their own roots. Order roots not less than one year old. Two years is better, but no more.

"I find French and American varieties resist our heat better than the English. I avoid reds and deep pinks, as our hot sun quickly spoils the colors."

Mr. Thomas West of Burlingame, just south of San Francisco says: "I think that Peonies will do very well anywhere within a radius of forty or fifty miles from San Francisco. I trenched to a good depth. I always mulch generously as we have very little rainfall after February. Peonies keep very free from disease in this locality. The conditions in many places are ideal for Peonies as the soil is inclined to be a heavy loam."

Starting in the Northwest, Washington, Oregon and Idaho are ideal for Peony culture; thence going south, the growers in California are inclined to believe that Peonies do well in the North, particularly close to the ocean, that they do well around San Francisco, and very few report success around Los Angeles or in the desert region.

Mr. Norton, who is growing some 450 varieties in Quebec, says: "I may safely say that Peonies that will grow anywhere, will grow in the Province of Quebec. So far as I know I have never lost a plant from Winter killing, so there is no question at all about the hardiness of the herbaceous Peony in Quebec."

This is corroborated by Mr. W. E. Saunders, who says: "The Peony in Canada has been found very hardy and free from disease. We do not have any necessity for Winter covering or other protection." This seems to bear out the thought that the farther north the hardier and more rugged the Peony grows, until at least you pass the limits of flower gardens.



L'Indispensable.

Exaggeration

When you read in some catalogues the description of all the different varieties you often pause and wonder how every variety can excel all the others. As you read the description of one you decide you must have that particular one and then you decide the same about the next, and the next, until you must have every single one in the catalogue. You often wonder if the Peony can really be as beautiful as the language that describes it. Here is a description that has been printed of a really beautiful Peony, Mons. Jules Elie: "What shall we say of it? Enormous size, richest coloring, sure free bloomer, deliciously perfumed, the form so opulent of charm, so perfect in chiseling as to be beyond compare. The overtopping convex petalage, a marvel of curves and sinuosities like fairy convolutions. The sunburst of color, eloquent of sublimest passion, radiating from a cove of glossy pink as from some mystic fountain concealed under fluffy laciness, silvery pink here, pearl pink there and baby pink everywhere. The colors blending and intermingling to a sheen of satiny pink, lit by a sunset glow, a tiny flame from the lambent furnace of some angel's heart; the form combined with the color in a harmonious whole, difficult to describe; the petals winding in and out and curved jauntily as if consciously re-curving from the mass of marvelous bloom and foliage around it; shimmering silvery tones brightening up to a climax of richest pink in a natural and indeed inevitable inflorescence. If you love beauty, this flower shoots through you an unwonted thrill; you turn again and again that you might



Delachei.

verify and prolong the pulsing wave of poetry by excluding the surroundings from your vision. The colors gleam with lights as if it were burnished clouds touched by morning. It is indeed a wonder of fragrant loveliness. Great is the King." Some wording, is it not? But Peonies are too fine to need such extravagant talk.

You may notice where only a small and select assortment of varieties is offered that the American Peony Society's ratings are appended so you may see how each variety is appraised, by the Society. Where a large list of varieties is offered, it sometimes happens that beautiful words will sell more of some kinds than the Peony Society's classification would, if shown.

It seems to me that every buyer is fairly entitled to know how each Peony is officially classed and then, knowing that, if he wants one having a low rating at a correspondingly low price, he at least is buying on its honestly stated merits.

However, selecting Peonies because they are cheap is very much like buying seeds because they are cheap. You might happen to be pleased, but the chances are all against your getting any satisfaction from your purchase. But then, if you are careful, you can select Peonies with very high rating that are priced very reasonably. Look in the list of commercial cut flower varieties on page 40.

I am so often asked the question, "Why don't my Peonies bloom like yours?" Now that simple question is difficult to answer without knowing the whole history of your plants. Perhaps the condition most frequently to blame for absence of bloom for several consecutive seasons is, because the plants are taken up, the roots divided, and planted back in the same soil. This should not be done. The old soil might be removed and new soil put in the same old place if desired. Cutting off all the flowers and stems might do it. When cutting, leave a leaf or two on every stem to help ripen the roots and new buds or eyes for next year. Planting Peonies in Spring instead of September often causes them to "sulk" for years. Even at that some dealers will sell Peony roots for Spring planting. Planting too large clumps of roots for "immediate effect" will do the same thing. I believe you will get quicker, better and more lasting effect from planting divisions or one-year plants. Other things that may check blooming are too deep planting, planting too shallow, neglect of cultivation, lack of drainage, making soil too wet. Late frosts may blast the buds for one season. Peonies love rain and sunshine, so don't plant too near around foundation. Some varieties do best in the East, some in the West, some in the North, and few in the South.



Albert Crousse.

Peony Purgatory

The following chapter on root gall disease, so called, is of little interest to private gardeners who plant for their own pleasure. They are so seldom troubled with it that this subject can profitably be left wholly to the attention of nurserymen. When all is said and done about Peony troubles, the fact is that no flowers can be planted which have so few troubles and which give such really universal satisfaction.

Mrs. Pleas, who has spent her life in raising flowers and especially Peonies, has just written me: "So far I have never known or seen one diseased or dead Peony, never one eaten by any animal or insect." And Mrs. Pleas is now over eighty years old. God bless her.

Nematode root galls and Lemoine's disease are by some thought to be identical, by some to be different. Many have them confused. Few can tell the difference. Neither one is curable so far as known. Some say that nearly all of Lemoine varieties are affected. Some say not. So we can only conclude that some localities are affected and others not. Mr. Wm. Anderson (also others), has written "that by removing all the diseased portions possible and placing the root in the sun for several days before planting he has been able to eradicate disease from roots in this way. Sometimes this treatment is necessary two or three years before the trouble entirely disappears while other plants have responded beautifully with one treatment. Some will not respond to the sun bath."

But I had previously consulted Dr. Bessey, who is the best authority on this subject, in relation to sunning to cure infestation. He says: "Prolonged drying will kill this nematode but the drying would have to be prolonged to such an extent that any roots in which the nematode was found would be killed long before the nematode was." He says it is not practical to kill them with sulphuric acid or strong formaldehyde.

Prof. Whetzel writes me: "I do not know that sunlight kills the nematodes, certainly not those inside exposed roots."



No. 1 shows nodules on the fibrous roots of a healthy plant. These nodules are formed on roots of both diseased and healthy plants. It is not certain whether they are caused by nematode worms or not.

the plants have short, weak stems and lots of them, and seldom have blossoms, while the roots also grow short and bunched. This condition will often answer the question which is sometimes asked, "Why don't my Peonies blossom like yours?" The reason I say this may not be a disease is that it is caused, they say, by microscopic nematode worms with an awfully long name. The worm gets inside the root and causes the lumps or galls. Oak leaf galls are caused by a worm or maggot or larva. The fly stings the leaf or soft green twig of the oak and deposits its eggs and the resulting larva, when hatched, lives there, causing the gall. Now I don't think the gall and larva on the leaf constitute a disease any more than you would say that a tree is diseased when a woodpecker makes a hole in the wood and makes its nest there. So the nematode galls on the Peony roots may be a condition and not a disease, though for all practical purposes of the beginner, it amounts to the same thing, because it stops the growth of the Peony, stops its blooming, and often gradually kills the plant. While even the nurseryman cannot with persistent care overcome this worm, the gardener surely cannot. So if your Peony does not blossom the second or third year, you should wait until September and then dig it up and look over the roots. If the roots are healthy, divide it and replant the divisions. If you find the condition described above, and illustrated on page 23, just dig up the roots and throw them over the fence, or better still, burn them. Don't waste any time trying to get blossoms from such plants. I say don't waste any time on such plants, and I suppose I should also add, don't waste any more money on the man who sold them to you. And I'll tell you why. If a Peony grower does not know this trouble when he sees it, he is too ignorant to be selling you Peonies. And if he does know it, and still sells you such affected roots, he is too dishonest to get any more of your money. It is a shame that all state horticultural inspectors do not condemn all such plants. I do not know exactly whether it is just professional or ethical for me to write this, but I feel it is a shame to sell people such roots knowing how they will wait and wait and look for blossoms in vain. I am anxious that every Peony planted should have lots of grand flowers and then every yard would have Peonies in it because they

I was just thinking, though, how hardy the Peony must be when you can expose the roots for days together to the hot sun in Summer or can leave them all Winter kicking around on top of the ground and then have them grow. Just imagine treating the roots of roses or indeed any other flower or plant in that rough way. Wouldn't they make beautiful plants? I only wish I could command language to tell you adequately how hardy and how beautiful Peonies really are.

Root galls is a condition of the roots wherein they may not be diseased, but just the same the main roots do not grow longer, but do grow thicker or larger, and they seem to end abruptly, generally the end being round. The small **feeder** roots are full of irregular knots or swelling or galls. The small **fibrous** roots are sometimes full of nodules resembling somewhat the nodules on the roots of alfalfa. One who is used to root gall trouble, which is sometimes called a disease, can "spot" it easily by the appearance of the plants. Above the ground



No. 2 is a slightly infested root showing the nodules on the fibrous roots same as shown in No. 1. It also shows eighteen more or less mature eyes. Enough for six three-eye divisions. Imagine it cut up into one-eye divisions. You get plenty of eyes on diseased roots.

NEW YORK CITY.—Any man who calls himself a "Peony Fan" must be so distinctly human that I would like to shake hands with him. A friend of mine just says your book is one of the most interesting ever published.



No. 3 shows a two-year-old healthy plant and a plant with nematode root galls of exactly the same age. The healthy plant has tall strong vigorous stalks which have borne flowers as shown by the dried sepals at the tops of the stalks. The infected plant has short weak stalks that would never bear flowers. Notice, however, that it has full-sized eyes. Notice also on the healthy plant the effect of too deep planting. On the left is one thin stem springing from down below, and at the base of this weak stem are two eyes. These eyes are four inches below the crown which in turn is 3 inches below the grade level. The eyes which are seven inches below grade will never produce any other than weak stems such as shown, and will seldom produce flowers. This weakness is the result merely of the eyes being too deep below the surface. The galls or swellings on the roots of the infected plant can be plainly seen.

are so easy to raise and are the most lovely flowers that can be grown. Am I foolish when I say that I expect the whole North will be covered with Peonies some day?

When you find your Peony roots are affected with root galls, it is not proof that they were so when you received them. While it is not **proof**, it is a very good sign. They might become infected in your own ground. This nematode affects scores of different species of plants, and it might surprise

you to know that the Irish potato is one of them. You have no doubt seen knotty roots on plants at times when pulling them up. If you should happen to know that Peony roots are knotty when you receive them or if a number from the same grower should prove to be affected within the first year, it might set you to thinking, at least.

Why not let the Peony man dig them up and throw them over the fence himself before he gets your money?



Felix Crousse
As grown by H.S.Cooper,Inc.



No. 4. This is a larger and more detailed view of the healthy plant shown in No. 3 and more clearly shows the weak stem and the two eyes located too far below the proper level. This is a root of the Richardson's Grandiflora and is exactly two years (24 months) old from a 3-eye division planted in September in a heavy black loam with clay subsoil and tile drained.

Growers should have the strength of character to refrain from shipping or selling such roots, and it is a blessing that there are so few Peony plants that do not grow and load themselves with flowers. After all is said, Peonies are the most reliable of all beautiful flowers. And also as Mr. Farr has said: "I think as a whole, Peony growers are as fine a bunch of men as I have ever met," and "present company always excepted" he is right. You will find them so. So join them.

Doctor Bessey, an authority on this subject writes me: "Root knot nematode is not confined to the South, although it is much more abundant there. The reasons for this are two-fold. In the first place, the nematodes spread only in soil that is sandy or rather light in nature. Even if you plant affected plants in a heavy clay soil the trouble will not

spread into the new roots on the same plant, so unfavorable is soil of this type to the spread of the disease. In the South, sandy soil is almost the only kind of soil you find, there being very little clay until you come as far west as parts of Texas. On the other hand, large parts of northern soils are heavy soils and so would not harbor the trouble.

"The second factor is that these nematodes are practically dormant as long as the soil is cool, only becoming active after the temperature of the soil reaches the vicinity of 70 degrees or warmer. In the South this means that these worms will be active a large part of the year and since with warm soil a generation is passed through in four weeks, the chances will be very favorable for the enormous multiplication of these nematodes from even the very few that may have survived the Winter.

"In the North, the soil is not warm enough for them to begin to be active until June, and sometimes even later, and usually becomes too cold for them to work by the middle or end of September. As a result there are rarely over two or three generations, and in a cool Summer probably not over two. Of course, this means that the numbers are not nearly so greatly multiplied. However, in places where the soil is favorable this may prove quite a serious pest.

"I have seen the same nematode on ginseng in Menominee, Michigan, where in the preceding Winter the cold froze water pipes that were ten feet below the surface of the ground. In fact, all of the ginseng plantations of this state are affected with this same nematode, a very severe pest, showing that cold alone will not control them."

Doctor Bessey also says that the nematode worms can be killed only by steaming the soil so as to kill them by cooking them. It is not practical in garden or field culture and the remedy is only for greenhouses. The only cure is to starve them by rotation of crops.

From Farmer's Bulletin No. 648, I quote: "Attention should be directed to the continual spread of a common disease of plants generally known under the names of root gall, root knot, big root, etc. It occurs as an out-of-doors pest in all except the most northern states of this country."

Prof Whetzel says: "The root gall disease (in Peonies) appears to be rather widely distributed in eastern United States and is well known to the growers who make a specialty of this plant. Certain imported French varieties are often very severely affected. Not less than seven distinct diseases of this beautiful perennial are now commonly to be met with in eastern United States."

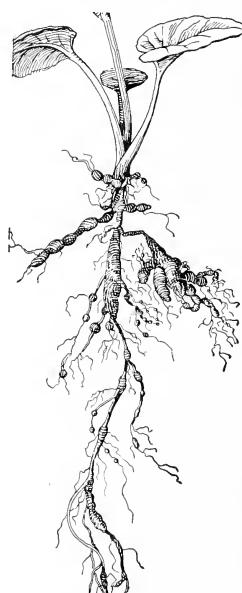
Root gall in Peonies is often known as the French Disease or Lemoine's Disease and the nematode root galls are so nearly like it as often to confuse scientists themselves.

This root gall matter is of little interest to the gardener who grows Peonies for pleasure, because no nurseryman should be guilty of shipping diseased stock to gardeners. But it is of vital interest to growers for profit as they can easily lose hundreds of dollars by allowing their stock to become infested. The source of their supply is of vital interest. As nematodes swarm in southern soils, it stands to reason that one should use utmost care if buying roots from a southern source.

Roots from France are so generally infected that it has come to be known as the French Disease. From France



No. 5 is a top view of a galled root of a peony infested with nematode worms. This root bore eleven eyes. You may never live to see such a root but if you should you will know what it is.



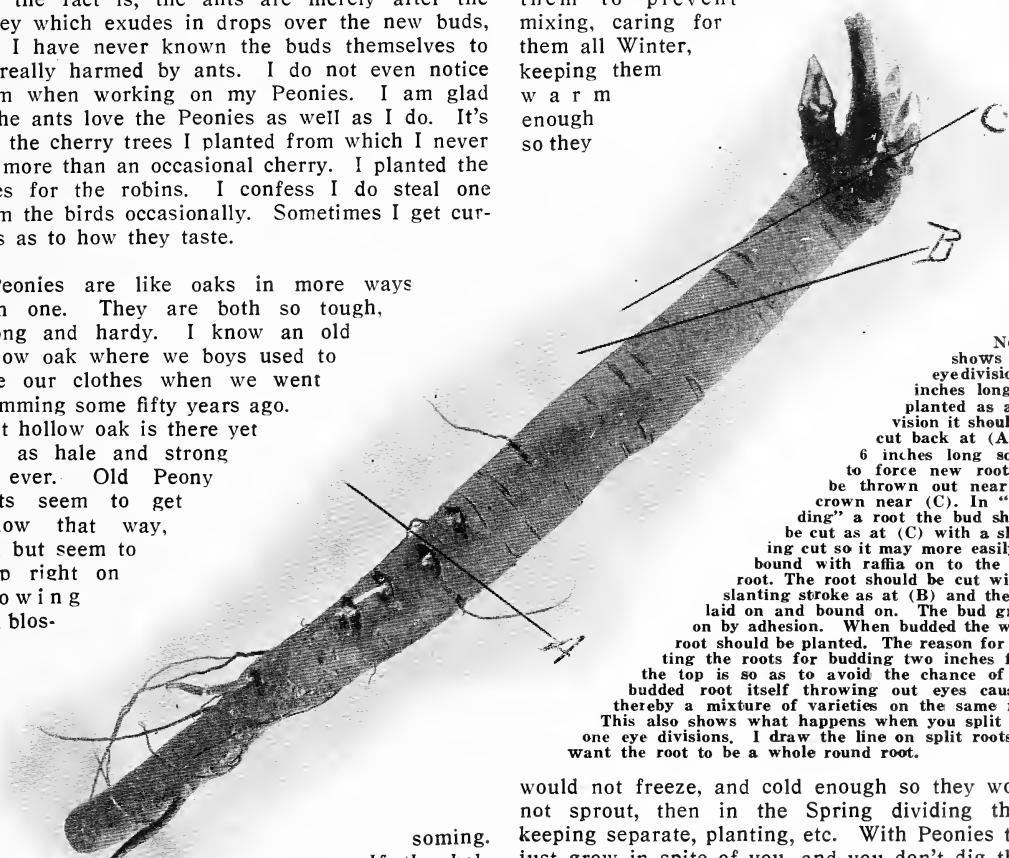
Primrose roots badly infested with gall worms. Even at that there is no lack of primroses.

it has undoubtedly been distributed over the East, for Prof. Whetzel says it is "widely distributed over the East and is well known to growers there." Undoubtedly it is spreading. Of course, growers have their work cut out for them to eradicate it in localities where the land is already infested, but western and northwestern nurserymen should use superhuman vigilance to prevent its spread into their own locality and the only apparent remedy seems to be to embargo stock from districts and nurseries that they know are infested. Very strict examination should be made of new stock received and if any signs of root galls are found the whole shipment should be returned rather than infest your own soil. Western nurserymen have the whole northwest as a virgin field for Peony growing as the northwestern climate is the natural climate for them. Peonies originally came from Siberia and North China. They are so well adapted to the climate of the North and Northwest that I expect to live to see this whole section one vast Peony field. It only needs care on the part of western nurserymen and then the spreading of the glad tidings of the gospel of Peony culture.

A correspondent from Pennsylvania writes me that oyster shell scale is found on Peonies in his locality and he says it raises (something hot) with the Peonies. It might be well to look out for them.

Some years Peonies are affected by some fungus trouble whereby the leaves and stems may occasionally turn black and die down, but this need not be regarded as serious, usually, because the Peony roots are on the job, and it is rare indeed that they do not send up nice, healthy flower stalks when the time comes each Spring. Sometimes people become alarmed because the buds, before opening, are covered with ants, and they are fearful the ants are going to eat up the buds. But the fact is, the ants are merely after the honey which exudes in drops over the new buds, and I have never known the buds themselves to be really harmed by ants. I do not even notice them when working on my Peonies. I am glad if the ants love the Peonies as well as I do. It's like the cherry trees I planted from which I never get more than an occasional cherry. I planted the trees for the robins. I confess I do steal one from the birds occasionally. Sometimes I get curious as to how they taste.

Peonies are like oaks in more ways than one. They are both so tough, strong and hardy. I know an old hollow oak where we boys used to hide our clothes when we went swimming some fifty years ago. That hollow oak is there yet and as hale and strong as ever. Old Peony roots seem to get hollow that way, too, but seem to keep right on growing and bloss-



soming.

If the hollow roots should begin decaying, it is best to divide them.

In the Spring there is a natural longing and urging within us to plant something.

We want to see something grow. The planting of seeds in the Spring by commuters and suburbanites has come to be a joke. The joke is usually on the man, because the woman goes quietly and plants her flower seeds, but the man goes out to plant his garden as the war horse to battle. But seeds cannot be bulldozed into growing. They must be coaxed with knowledge and skillful management. How seldom they come to maturity and bear fruit. It's because flower seeds and garden seeds are so cheap that many forget the last year's failures and the urge within them each year drives them forth to plant. How different are Peonies, which are so determined to grow,

from the others which seem so prone to die. The dahlias have a good cause of action vs. the Peonies for the "alienation of my affections." A few years ago I had over four hundred and fifty varieties of dahlias. Now I have some thirty. Why? Well, I found it is the same with dahlias as with Peonies. When one exceeds one hundred kinds, he simply adds inferiority and trouble. Also, I got tired of digging them up in the Fall, marking them to prevent mixing, caring for them all Winter, keeping them warm enough so they

No. 6 shows a 3-eyed division 10 inches long. If planted as a division it should be cut back at (A) to 6 inches long so as to force new roots to be thrown out near the crown near (C). In "budding" a root the bud should be cut as at (C) with a slanting cut so it may more easily be bound with raffia on to the new root. The root should be cut with a slanting stroke as at (B) and the eye laid on and bound on. The bud grows on by adhesion. When budded the whole root should be planted. The reason for cutting the roots for budding two inches from the top is so as to avoid the chance of the budded root itself throwing out eyes causing thereby a mixture of varieties on the same root. This also shows what happens when you split into one eye divisions. I draw the line on split roots. I want the root to be a whole round root.

would not freeze, and cold enough so they would not sprout, then in the Spring dividing them, keeping separate, planting, etc. With Peonies they just grow in spite of you, and you don't dig them every Fall and plant every Spring.

Then, a lady wrote about her roses. "The rose bugs are so numerous they are in a solid mass covering all the white roses which now hardly bear any resemblance to roses, they are so eaten, so disfigured, so blighted by these seemingly uncontrollable rose bugs. They grow worse each year, and every garden about here is in almost the same condition as mine. In some of the gardens the rose beds are all under thin cheese cloth tents, but my rose garden is rather large, and I cannot tent it. The hand-picking advised by everyone as the only method of getting rid of these pests, I have had faithfully tried out by my gardeners, who have worked conscientiously at hand picking, but each year the bugs increase."

Still she does not say anything about mildew which gets the best of them, nor about slugs, etc. They do say that rose bugs can be controlled though.



8.3 **La Rosiere**

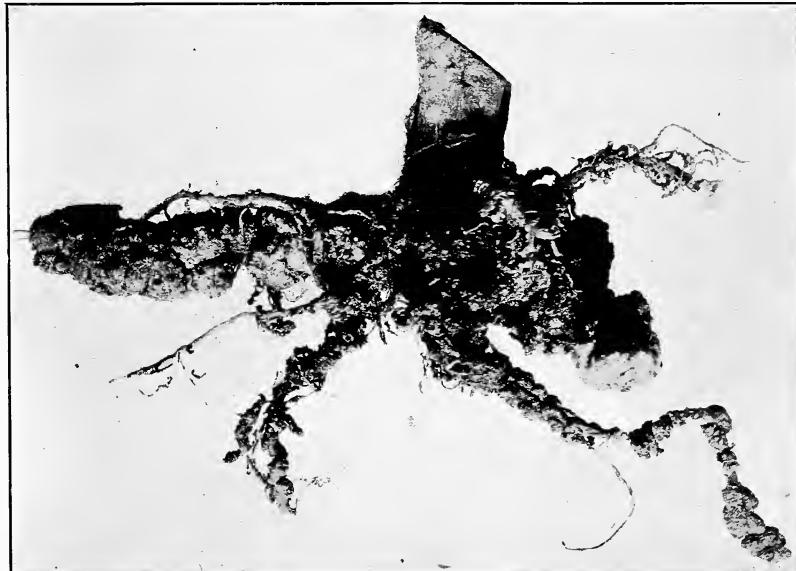
(Crousse 1888). Semi-double; white shading to light cream in center; mid-season. Stems not strong enough to hold up the extra large clusters of bloom. Rather weak in California. Not fully double but blooming in clusters of large creamy flowers with yellow center. Very beautifully striking. Each cluster a bouquet.

I like Peonies which thrive in spite of bugs. Indeed they thrive in spite of me. How nice it seems to plant something that seems to want to grow. You don't have to urge Peonies to grow. All they ask is a fair chance. I have seen Peony roots which were thrown on top of the ground in the Fall and which swelled out their buds and showed every intention to try to blossom the next Spring.

I am greatly interested that all who sell Peony roots should believe as I do, that it is not good business practice to sell roots that are diseased, or that are not properly divided, or that are not of desirable size or condition. As I look at it every root sold should be one that will give a good account of itself. And this is the reason. If every root should grow and thrive and have flowers, would not everyone soon come to recognize that success with Peonies is easy? Would not every flower lover want Peonies? Would they not talk about their success and recommend Peonies to their friends? This is just what I predict is going to happen as soon as flower lovers come to know how dependable Peonies are. Every yard or garden will then have them.

And on the other hand, the sellers of Peonies know there are some conditions, such as root galls, that will prevent bloom. They know that some varieties are shy bloomers. They know that some are poor and not desirable when they do blossom. Now I claim it is the duty and in the best interest of the seller that he should in every such case refuse to sell such stock, because every sale of that kind of stock means a disappointed customer. And as few amateur gardeners know the cause of their failure, they become discouraged and also discourage others. So the man who will sell stock that will not give satisfaction is doing himself harm, his customer harm, and damaging the business of others as well.

It requires considerable moral courage for a man to

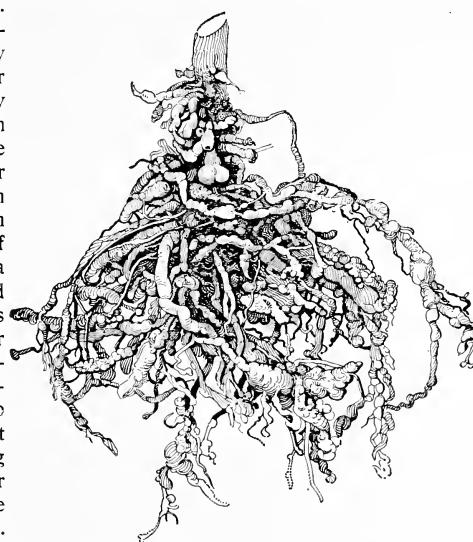


Squash roots infested with root knot. Still you have never seen one and squashes do grow.

dig up roots that may represent hundreds of dollars and throw them away when he can sell them a few here and a few there to customers who will never be sure why they fail of success.

You might say that a man who has, say a thousand dollars worth of diseased roots, would be justified in selling them off to the department stores for the woman who is looking for bargains. He could save himself several hundreds of dollars and no one be the wiser. But really I think it would be foolish to do so because the woman who buys will be disappointed, of course,

and is the very one who will be an enthusiastic "knocker" of Peonies. Anyway she will not be a "booster" for Peonies and I want everyone who plants Peonies to be so pleased as to be a real "booster." So anyone who tries to "put something over" in that way really has to pay the bill himself at last. I myself doubt the advantage of selling junk anyway, even to department stores.



Roots of a tomato plant completely invaded by gall worms. Many market gardeners even have never seen a case of this.

It is the poorest business policy in the world to sell such stock, and it is the wisest policy to sell only the very best as to health and beauty. When all the least desirable are excluded, the list of the best varieties narrows down to a fairly small list.



Frances Willard.

Rose Bugs

Around Philadelphia and some other centers, rose bugs seem to swarm. They eat up the roses and then go to the next thing that smells like roses, which is Peonies. Can they be controlled? They can, we think. At least it is very positively claimed that common copperas or sulphate of iron will kill the rose bugs and where applied to roses that it will benefit them, too. An ounce of powdered copperas to every three feet square or nine square feet of surface should be sprinkled on after a rain or when the ground is well wet and then thoroughly stirred or cultivated into the soil. Start in Summer and apply monthly through the Fall, the object being to kill the rose bugs while in the larva stage before they come out of the ground. This is claimed to be a positive cure. Frankly I have never tried this myself on Peonies, because I have never seen a rose bug on my Peonies. My stock seems to be perfectly healthy and free from insects. There are rose bug remedies advertised which they say do kill the bugs but also spoil the roses.

My cousin, who spends his Winters in Florida, had a pup about two months old who had the "rickets." He wabbled when he walked. He didn't seem to know where he was going when he started. A Florida "cracker" stopped my cousin one day and said, "You can cure that pup." Being asked how, he said "Cut off his tail." My cousin thanked him but laughed often to himself about the queer remedy. One day his boy said "Let's cut the pup's tail off anyway." So they did and the laugh was on my cousin, because the pup promptly got well. Using some rose bug remedies is like cutting the pup's tail off close behind his ears. It spoils the

pup. Using copperas is like cutting the tail off an inch long. It cures. That is it cures roses. But do you know whether enough copperas to kill rose bugs will benefit Peonies or not? I think I will try it even if I do not have rose bugs, because I like to experiment and learn things.

Mr. Long, from a twenty-years' experience in Alabama, says: "Copperas is not only a fine fertilizer for Peonies but keeps them healthy and vigorous. Once a month or oftener during the growing season ring the plant about three or four inches from stems with finely powdered copperas, using about a tablespoonful each time."

The following is quoted from a rose bug remedy advertisement. Read it and see if it sounds the same to you as it does to me:

"Is Certain Death to Rose Bugs?"

"The blooms are saved without spot or blemish, **PERFECT**—for not only the dreaded Rose Bugs, but the other insects as well are destroyed. Moreover, the plants are cleansed and sanitized, thus preventing disease. Strengthened, invigorated and refreshed, their blooms enhanced in color, beauty and size, are also increased in number, while greater resistance to winter-killing accrues as an additional advantage."

Now I am trying an experiment on Peonies. I am in hopes that I can learn, should I happen to need to do so, how to grow Peonies free from root galls. If I fail, no harm is done, but if I succeed, think of the gorgeous flowers. I hope it won't turn out just a dream. Here's hoping. I am in hopes of accomplishing the end through budding on healthy roots, and the method of budding is illustrated in this book. Try it yourself.



Blending Colors in Masses.

Division of Plants

Peony roots are divided for three reasons. First, for the purpose of multiplying by nurserymen. Second, when they get too old and too crowded. Third, when you wish to give your friends a part of your own plant in order to give the friend a start. In the latter case you generally take a spade in the Spring, when everyone has the urge to plant something, and cut right down through the center of your plant, which surely divides it. This, however, is all wrong. Spring is not the time to do it and a spade is not the tool to use. In the first case, to multiply stock rapidly, division should be done every two years. On a one-year plant a lot of new roots are started, but they are not large enough to make strong divisions. On two-year plants the roots are large enough to make strong divisions and another or third year seldom greatly increases the number of roots. This is not a hard and fast rule, because some varieties do not send out new roots like others do and it is very difficult to divide them at all without splitting from the crown down. I never like split roots very well, but sometimes it is the only way you can divide some varieties.

When you are planting and dividing purely for multiplication of plants the distance apart is controlled by your method of cultivating. When I have enough land available, I plant 3 x 3 feet so as to cultivate with a horse both ways, as it is

much cheaper than hand work. If the planting is small you can plant as close as 18 x 18 inches if you use hand cultivation. You can even crowd them closer, but it would be crowding. It is to avoid the chance of infection and to get the benefit of crop rotation that Peonies should not be planted where they have been before for three years. Cutting divisions shorter causes branching of roots which enlarges the crown where the buds or eyes or formed, so induces more eyes.

What the beginner wants to know about divisions is, how are they made and how big are they as related to the future plant. Perhaps the best way is just to tell you how to do it yourself. Take, for instance, a clump three or four years old. One of the important things is digging it up right. On a four-year-old plant, the roots should be about twelve to fifteen inches long so the spread of roots would be twenty to thirty inches in diameter. Dig around it and under it so you can pry and raise it out without cutting off or breaking off the roots, which are very brittle. As you are a novice and as the roots are so brittle, I would advise shaking most of the earth off of the roots and then let it stand in the sun for two or three hours. When the leaves show wilting, you will find the roots also are enough wilted so you can move them about without snapping them off. When slightly wilted, cut off the tops, say one or two inches from the buds, or eyes. After cutting the tops off, wash off all the soil, using a wash tub full of



1—Mme. Calot. 2—Philomele. 3—Couronne d'Or. 4—Delachei. 5—Edulis Superba. 6—Festiva Maxima. 7—Mons. Chau.



les Leveque. 8—Felix Crousse. 9—Mme. de Verneville. 10—Duchesse de Nemours. 11—Karl Rosenfield. 12—Midnight.



Mons. Jules Elie.

water or the garden hose. When clean, examine the clump closely, holding it in both hands. Work it or bend it back and forth slightly to see where the joints or weak places are in the clump. If it bends readily in one or two places, those are the places for the first cutting. A short, stiff bladed hunting knife is what I use because one has to pry the roots apart sometimes as well as cut them apart. Having cut the clump into two or three main parts, you examine each of them very closely to see how you can cut again without cutting off any roots, for to be a "division" every root cut off must have one or more eyes. If it breaks off or is cut off without an eye on it, then throw the root away. It is not worth your while to try to make it grow. Some varieties grow so that it is really easy to divide them, but also some grow with the roots so braided and matted with each other that it requires the greatest skill to divide so as not to cut the root all to pieces. Here is when the wilting comes in handy, for unless the roots are wilted soft and pliable, they cannot be unbraided without snapping them off wholesale. This, however, is what makes it interesting, for every root is a different puzzle and when you have learned the trick, it is more fun than a game of solitaire. You can then cut one-eye, three-eye, or five-eye divisions almost at will.

If you have, say fifteen clumps you wish to divide, the best way is not to divide them at all, if they are doing nicely, for Peonies will grow often as old as you are without dividing. So leave well enough alone. But if you are bent on dividing your fifteen plants, would it not be wise to divide say five this year and five next year and five the third year. In this way you would have blossoms on one or the other of your plants every year, whereas if all were divided at one time, there would be little, if any, bloom for two years. Now if you are dividing five plants, would it not be best to dig up and divide only one? Go all the way through and plant the divisions of one plant so you will know all about it before you do the rest. This is a little more bother, but when you come to think of it, bother is what one really wants after all in a flower garden. We just want to work with the flowers. Of course, we want the flowers to do well so we can pat ourselves on the back and convince ourselves what good gardeners we are. That's why I like Peonies. They thrive in spite of me. Well, now we come to that vexed and vexing question of how small to divide. Some believe in one-eye divisions, some in three-eye, and some in five-eye divisions. The great question is about the one-eye divisions. Does it harm the roots to cut them so small. The ad-



Claire DuBois.



A Wonderful Effect From Six Plants.

vantage of one-eye divisions is to get more plants. The advantage of three- to five-eye divisions is purely to get larger and stronger roots because not divided down so small. In some cases more plants is the thing, if you do no harm by dividing too small. Sometimes an illustration makes things clearer. Now if you take an angle worm or earth worm (the same ones that the kids say "rain down" in a thunderstorm) and you cut it in two, one part will grow on a new head and the other part will grow on a new tail, and you will have two worms instead of one. But if you cut the worm into three or four parts, would you get three or four worms? I don't think so. Or would you get even two good new worms? I don't think so. Why? Because you overdid the cutting. So I think you can overdo the cutting of roots. You see by cutting a worm into four or five pieces you seem to weaken each piece too much. They don't seem to have enough "pep" left to go on and grow. I think it is much the same with the roots. But here is a joker which we will illustrate in another way. A nurseryman can take the roots of common blackberry bushes and cut the small fibrous roots into pieces, say one to one and one-half inches long, then sow the pieces on a bed of sand and put a little sprinkling of sand on them, and then by keeping them just moist enough and just warm enough, each little piece of root will make a bud and start growing and make a real honest blackberry bush. But there is no use for you to try to do it. You might work all Summer and not get a bud. So here is the joker. Nurserymen can and do make one-eye divisions grow, but the question is, is it worth *your* while? One grower who

seems to be the only champion of the one-eye divisions himself says: "Purchasers who order small divisions should realize that what they are saving in money they must make up in time." So at the best it seems to be a stand off. When it comes to waiting four or five years for a good showing of flowers from a one-eye division, if indeed I got any at all, I will own right up that my patience is limited.

Saving money by buying one-eye divisions reminds me of the case Sancho Panza had to decide when he was a judge. You remember a man brought a piece of cloth to a tailor and asked if he could make him a cap out of it. The customer fearing the tailor would beat him by keeping the cloth that was left over, asked him if he could not make two caps out of the cloth. Being assured that he could, the customer then asked if he could not make three caps and then four caps and then five caps. Being assured that he could, he ordered the five caps and left. When he came for the caps the tailor brought out five little caps on the tips of his fingers and thumb. The question for Sancho to decide was who should pay for the cloth, the tailor who spoiled it by cutting it into little caps or the customer who told him to do it. Now, I don't think I would order anyone to cut one-eye divisions for me, because I think it would be too small, that is the root—well, take it any way you want to. You might just as well know that it takes a strong root to support three to five eyes. Many and many a time we plant divisions or one-year plants with three or five eyes, and the next Spring up comes one stalk or maybe two. What becomes of the other eyes that we were so



Incomparable as Cut Flowers.

careful to bargain for. They just rot off. So I will give you a pointer. Look more carefully at the quality of the roots than at the number of eyes. A nurseryman can make a lot of eyes grow on a little root if he wants to. A customer of mine wrote me this:

"I think you have hit the nail on the head. I have tried all kinds of plants from divisions up. I have found divisions best, but the beginner thinks a big plant a grand thing. When planting a large plant, it will not put forth all the eyes the first season. I find some of the big roots just lay in the soil and do nothing. They do not make any roots. They hang fire and finally you have to throw them out. That has been my experience."

This means don't plant out large clumps. Divisions are best or at the most one-year plants. Divisions at the price of divisions are much better value than older plants at the price of older clumps.

In an address Mr. Farr is reported to have said: "It is best to start with small divisions of clean smooth roots with three or four eyes, forcing the plant to begin again and form an entirely new root system. It is a common mistake to purchase old, heavy clumps, with the expectation of getting immediate effect and better results. For the first year probably you may, but never thereafter."

To sum it all up. Don't buy one-eye divisions because too small and don't buy large clumps or replant old plants. Use good, strong divisions or one-year plants.

The beginner and some more experienced growers have a lot to learn about eyes. None of us know it all. There seems to be a habit of stipulating when buying, that divisions with three

to five eyes must be supplied, and I think it is a mistake to do so. If I was dealing with a reliable grower, I would rather just say, "I want good, strong divisions" and then leave it to him. And there is a really good reason behind this if one knows about eyes. Do you know Peony roots are a good deal like potatoes in more ways than one? If you, in planting potatoes, put, say fifteen eyes in a hill, do you get fifteen vines? You do not. You get perhaps four or five vines. What becomes of the other vines? What becomes of the other eyes? They simply do not develop. So it is with Peonies. A strong division with two eyes will be likely to send up two strong stems and have one and maybe two flowers, while a weak division with five eyes will be apt to send up one or two weak stems and have no flowers. If buyers insist on a certain number of eyes and overlook the quality of the roots, nothing is easier than for a nurseryman to produce eyes in plenty. Also do you know that sickly plants often have more eyes than healthy ones? A plant with root galls will have lots of eyes. Anyone who is familiar with the Mendelian theory knows that there are certain laws of growth that produce certain results under certain conditions. Here is a singular thing. A fruit tree that is about to die, will often bear a record crop of fruit just before it dies. It seems to be Nature's provision to make sure of the perpetuation of the species. The tree seems to make one last effort to produce seeds in hope that some will take root and grow, and the species be thus continued. Sick Peonies seem to do the same thing and produce lots of eyes. So don't insist on eyes. Just trade with a reliable man and trust him to give you your



7.7 Madame de Vatry

(Guerin 1863). High crown center. Large white anemone collar; yellowish white, center splashed crimson. Medium height; rather weak; free bloomer; pleasant odor; midseason. This is unusually good in California. Blooms in clusters and is distinct and noticeably attractive. This and Philomele should be in every garden.



Peonies Supported by Wire.

money's worth. If he is a wise business man, he will want to do so. While we are talking about eyes, here is another singular instance. Mrs. Funk reports that in the Spring of 1921, she had a plant of Therese with about fifteen young sprouts that were frozen off and killed clean to the ground. In a few days some thirty new sprouts came up and bore flowers that were only about ten days late in maturing. Now those who know that Peony eyes develop in the Fall for the following Spring, may wonder that the new eyes came out to replace the old ones so quickly. I know why, but can you find out why? So new experiences are coming up all the time to afford us interest and a chance for study.

You should send to New York State College of Agriculture, Cornell University, Ithaca, New York, for a free pamphlet "The Peony a Flower for the Farmer," by A. C. Beal, from which I quote: "The Peony is the queen of herbaceous perennial flowers because of its beauty, fragrance, range of color, variety of form, decorative value both as a cut bloom for garden and landscape planting, and because of its hardiness, comparative ease of culture, and its usual freedom from pests.

"The foregoing qualities appeal as much perhaps to farmers and village dwellers as to other persons, but it is particularly in the hardiness, ease of culture, and freedom from pests that the Peony is recommended as pre-eminently the flower for the farm and the village dweller. All such persons will find that for a moderate outlay nothing will give as much joy and satisfaction or endure so long without special care as will the Peony.

"Indeed, no ornamental plant will give as satisfactory results on a wide range of soils as will the Peony. A maximum development, however,

is reached by any plant on some general soil type and the Peony is best adapted to heavy soils of a retentive character."

I am quoting the above just to show that others think as I do; that Peonies are the finest, hardiest and easiest to raise of all most beautiful flowers.

Down at Palmetto, Florida, two years ago, a tomato grew on a potato vine. That is not so strange, as tomatoes and potatoes are first cousins. That's what you might call a two-story crop. And a "two-story crop" is what Mr. Wild calls Peonies. A crop of roots under ground and a crop of flowers above ground, and either one is a better crop per acre than most crops. Mr. Wild doesn't, however, say that they go right on producing whether you dig and plant every year or not. You don't have to plant them every year, and you don't have to dig them every year. They just insist on producing when you leave them alone.

Show Flowers - Exhibiting

In exhibiting Peonies one should start getting ready a long time in advance. The plants should be at least four or five years old so as to be sure of fully mature bloom. Nothing less will insure large and perfect blossoms. Early in the growing season one should select strong plants and cut off, say at least half of the young stems so as to divert all the strength of growth into a few stems. The plant is then forced by watering weekly with manure water alternating with a solution of nitrate of soda. Of course, plants that have been forced do not always recover from the effects of the stimulation for some time. For that reason I would not care to buy roots from the individual plant that had borne prize winning flowers. If the flowers promise to open far in advance of the exhibi-

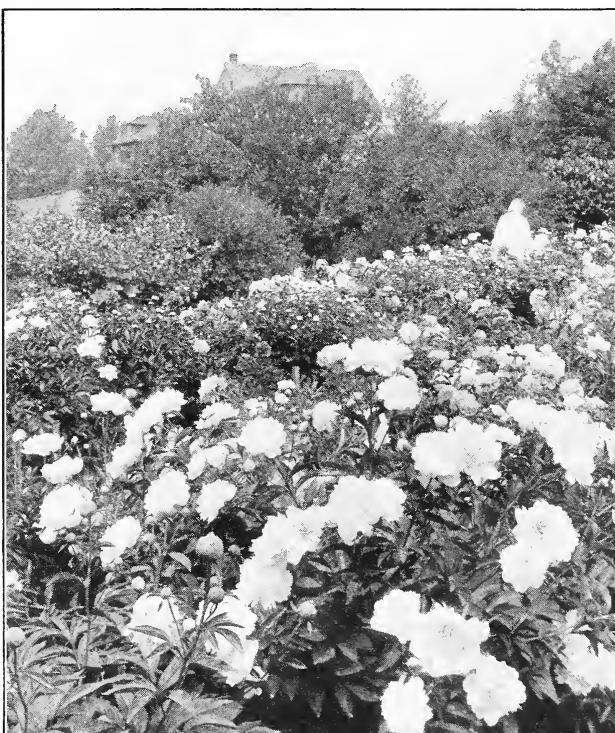


tion date they should be cut in the bud and kept in refrigeration. If the flowers open at the right time they must, for carrying, be closed up again by closing petal by petal and then wrapped with tissue paper. Great care being taken not to get drops of water on the flowers, as it will spot them.

Of course, it must be understood that prize taking flowers is as much a question of stimulation of plants and manipulation of bloom as it is the question of the best Peony plants. It is much like showing poultry at a chicken show where it is well understood that the prizes go, not necessarily to the best chicken, but to the one that is best trimmed, and plucked, and washed, and barbered, and bleached, and manicured, and stimulated. And they are not only barbered but even doctored. I happen to know myself how they do it. They not only drop Murine in the cockerel's eyes to make them shine, but about an hour before the judges come around a small pill of strychnin will so stimulate the bird that the judges find him not only with eyes shining but with wings quivering with excitement and fairly walking on his toes, almost walking on air. But see him a few hours after he has been given the first prize. See him when the reaction has come. He is a sorry looking object and would not take a prize at a county fair. Chickens are bred in two distinct

strains. One for show birds and another for egg production. Show birds are no more good for egg production than the laying birds are good for the show. Many who are ignorant of this fact buy eggs for hatching from prize winning birds. They seldom get good laying hens that way. Peonies may be grown in pots or tubs or may be transferred to tub, carefully, so as not to disturb them. Then after being left out-of-doors to freeze until, say January or February, they may be taken into the greenhouse and carefully forced to bloom months earlier than the natural season. Peonies so forced do not recover for three or four years, if ever. Prize winning is always the result of stimulation and manipulation, whether with animal, bird or flower. Stimulation is always followed by reaction. Stimulation of flowers is relatively a slow process and the recovery is relatively a very slow matter.

Peonies raised on heavy or clay soil are of a deeper and stronger tone or tint of coloring than when grown on sandy or very light soil. What chance for prizes then has one whose soil happens to be light in competition with one who has clay soil? Still authorities agree that light soils are ideal and really best in which to grow large, clean roots for shipping, if not grown so far south as to be



ROCKLAND, MASS.—Any one that is interested should be willing to pay for such a book as the one you sent out last season. It was the best I have ever seen.



Landscaping With Singles.

affected with root galls. Those who are interested in exhibition should join the American Peony Society and secure the bulletins which give quite full information for handling for exhibition.

Also those who wish to try stimulation of their plants for exhibiting are commended to the following from Mr. Christman.

Preparing Peonies for Exhibition Purposes

The first step is the choosing of well established plants, which should be at least three years old. Very liberal cultivation of the plants is imperative from the time they make their appearance in the Spring until the plants have attained their growth and the buds are well formed. Should there be insufficient rainfall during the growing season, see that your plants are well supplied with water, for this is one of the most important items in the production of large, exhibition blooms.

Fertilization is also important and to get the most out of your plants, should be resorted to. Well-decayed cow manure will be found the best fertilizer for all practical purposes. Spading in between the rows and following by liberal applications of water will distribute the liquid manure directly to the roots of the plants. This should be done as early in the season as possible. If this is not done, liquid manure applied at least once a week, twice, if possible, at least a month before blooming time will be found especially beneficial in producing fine flowers. An application or two of nitrate of soda in the form of a liquid will also produce very noticeable results. A quarter of a pound is sufficient to cover a square rod when not used as a liquid. Potash in the form of a liquid applied to the surface of the ground, (do not spray on the foliage) used once or twice during development of the plant will also be found beneficial. Would prefer the application of liquid manure above all others. The matter of



Edulis Superba
As grown by H.S. Cooper, Inc.

fertilization can be easily overdone and a word of caution at this time may not be amiss. In our zeal to achieve unusual results we are apt to let our enthusiasm get the better of us to the detriment of our plants.

Disbudding. This is absolutely important. All but the lateral bud is removed as soon as the buds have attained the size of a pea or soon thereafter. I do not approve of removing all the stems but those selected with the most promising buds, as is advocated by some, as it tends to injure your plant.

Choosing Your Flowers. The most promising buds may be hooded by placing a sack over the bud and holding it in place by tying loosely with twine or what is better, a rubber band. The sack must not be tied closely enough to prevent free circulation to the bud. The hooding is not absolutely necessary, but if a very rainy season, as is often-times experienced, it protects the bud. If necessary to hold some days before exhibiting, the buds may be cut as soon as they are about ready to open. This varies slightly with the different varieties which can be best determined by experience. No absolute rule can be cited, but the slow developing sorts should remain longer undisturbed than the more loosely formed flower. Place them in water for at least two or three hours after which the buds can be wrapped in oiled paper to prevent them from getting wet. It is very necessary that the buds are dry before being placed in cold storage. Several hours before time of exhibition they should be removed from storage, placed in water after the stems have been freshly cut to permit free circulation of water, and placed in the sun, or a warm room, where they will rapidly unfold. If you find they are opening too slowly, a gentle shaking of the stem, firmly holding directly beneath the bloom and blowing gently with the breath, will produce the desired result very promptly.

It saves considerable trouble and expense if it is not necessary to resort to cold storage, (or to your own refrigerator as a substitute for a cold storage plant) if you only have a few blooms to take care of, and can leave the plants to develop their bloom in the field. They should be protected from the sun that will fade the delicate colors on some of the varieties and the rain that will deteriorate their quality. By bringing them in the house and placing them in water in a dark, cool cellar as the bud is starting to open, you will preserve the natural color of the bloom and the flower will have considerably more quality and substance. Flowers taken from cold storage will not hold up long after they have been exposed to heat. It is well to cut several more of each variety than you expect to exhibit. This will give you an opportunity to select the very choicest for your display.

Summing the whole matter up briefly we reach the following results:

Cultivate thoroughly.

Water generously.

Fertilize cautiously.

Choose well developed plants.

Select the best and largest buds.

Prepare your exhibits carefully.

Enjoy results gleefully.

Cold Storage

"It is impossible to give a clear conception of the proper stage at which Peony blooms should be cut for cold storage purposes. Different varieties respond differently to such treatment; some must be fairly well developed; others will open if cut while the buds are very firm. These peculiarities can only be learned by experience. A general rule is to cut the buds after they show color but before any petals have loosened. The shorter the time they must be left before using the more open the buds should be at the time of cutting. For example: If a florist should discover that his Peonies are likely to be too far advanced for use on Memorial Day, or if he fears the results of a sudden hot wave or damage from storms, he can cut the buds when the petals are loosening but before the first petals have turned back, and place them in cold storage. When taken out of storage the flowers will open, are often larger, and are always better developed and will keep better than flowers fresh from the field. The freedom from anxiety that his Peonies will be in proper condition, will repay to the grower the expense of storage.

"Large quantities of Peonies are placed in cold storage and used on Memorial Day and for June weddings. This is particularly true farther west, where Peonies grown in Southern Illinois and Indiana bloom normally well in advance of May 30th. Such blooms may have to be kept as long as three weeks before this great demand makes a market for them. Naturally the buds must be cut as tight as it is safe to do with any given variety.

"Those growers who are located a long distance from the market and who are obliged in many seasons, because of the rapid development of vegetation, to keep their Peonies in storage for a considerable time, realize fully the value of varieties possessing good keeping qualities. It is quite generally agreed in the cut flower trade that the Queen Victoria (Whitleyi) is the best keeping Peony. This variety has been kept in storage for at least six weeks in good condition. In quality it is very much inferior to a large number of other varieties, but it will remain until a variety possessing an equal or superlative keeping quality comes into the trade.

"Some florists say that the bloom should be kept as near the freezing point as possible without actual frost. It is, of course, important that the buds be kept dry so they will not rot. Some florists recommend that Peonies be placed in the apple room of public cold storage plants."

I have copied the above from Mr. Beal's pamphlet because I could not better it. However, some may want more exact and positive details. The cold storage room should be from 33° to 34°. Storage can be rented in warehouses by renting a whole room or by renting floor space or by paying rent per pail, for, of course, they are kept in water. If you rent a room, you don't have to bother to take a receipt for Peonies when put in or give receipt whenever you want to take any out for sale. If you do not live in or near the city where the ware-

house is and where your market is, you will have to ship to a flower commission house and depend upon them to handle your Peonies into and out of cold storage. The commission man sells your flowers for you and reports **how many he threw away** because they were not fit to sell and how many he sold. He reports what prices he sold them at (?) and after taking out his commission for selling (say 15 per cent) and other expenses, freight, drayage, etc., you get a check. Some commission men I am sure are reliable. But my advice is thoroughly to look them up for you know even some bankers prove unreliable. When I was in the saw-mill business, I sold lumber through a commission house. When I was raising fruit I shipped to a commission house. I have shipped poultry to commission men and I have shipped flowers to commission men. In all those years, I never have been surprised by receiving a check larger than I expected, but I have seen a man who has. I have known a man, who received a check larger than he expected, to be so ungrateful as to intimate that the commission man was baiting him on for larger shipments. For sometimes one shipper ships to more than one house and compares returns. So there are tricks on both sides. So like that knot-hole in the floor of Lincoln's office—"It will bear looking into." When cutting for cold storage you must know the stage of the bud in which to cut. When the field has been cut, the stems, of



Martha Bulloch.

course, will be very short and will not shade the ground so cultivating must be done to keep down weeds as well as to encourage growth for next year.

Personal Taste in Flowers

People's tastes in Peonies vary greatly as in other things. Some people want lots of color and will leave the delicate shades and blends and go directly to masses of reds, such as Felix Crousse, Karl Rosenfield, Adolphe Rousseau, etc. Then some in purchasing want those varieties that are most fragrant, such as Avalanche, Couronne d'Or, Festiva Maxima, Duchesse de Nemours, Marie Jacquin, Mme. de Verneville, Philomele, Mme. Emile Lemoine, Madame Calot. Everyone has his favorite Peony. I prefer Festiva Maxima. May it stay at the front for another seventy years.

One of my customers who knew what he wanted said he wanted Mons. Charles Leveque. Then he said "Mons. Charles Leveque is such a beautiful flower, why is it rated so low by the Peony Society?" I had to tell him I could not understand it because to me it is one of the most delicately beautiful of them all. I would rather have one Mons. Charles Leveque than two Mons. Jules Elie. And yet Mons. Jules Elie ranks near the top.

There are some varieties that people select and order every time and justly so, too, such as Felix Crousse, Festiva Maxima, Edulis Superba, Couronne d'Or, Duchesse de Nemours, Marie Lemoine, Baroness Schroeder. But I don't see how they

can pass up Philomele and Mme. de Vatry, the crown types. They are so distinct in form and coloring, they stand out by themselves and attract attention always. They are distinctly beautiful. And sometimes we have pet names for some of our favorites. I often call Richardson's Grandiflora "Jealousy" because it is the "Green Eyed Monster." It has monstrous roots and monstrous flowers and when you dig it up in September you find it has great monstrous green eyes.

Mr. Little says:

"A great majority of the people and even those who pretend to be lovers of flowers do not know the modern Peony. They do not have the opportunity to see the finer kinds, and have no conception or realization of the beauty of the present day Peony blooms. I was interested in noting during the past season that of the several hundreds of people who visited my small backyard garden only a very small number of them had ever known or realized that there were such flowers and nearly all went into raptures when they saw them. Particularly were they attracted by the Japs and singles. Not one in a hundred knew there was such a thing as a Jap Peony."

Segregation

The varieties I am offering, I might, for your better information, classify in five lots which will make their values and uses more plain to a beginner. For your more convenient information, I am placing the price after each name of variety, and just preceding the name is the American Peony Society's (A. D. 1921) rating for excellence. The rating is on the basis of 10 for highest quality. So *Festiva Maxima* at 9.3 is 93 per cent perfection.

The **first** lot is made up of the old and tried cut flower varieties. These are the ones which have been largely grown for many years, and which have been so fully proven and tested that their bad qualities, as well as their good ones, are fully known. Some of these, which are not very highly rated by the American Peony Society, are still valued for some quality that commends them for the cut flower trade. For instance, *Queen Victoria*, though rated only 6.8 is one of the most widely planted by cut flower growers on account of its great reliability, prolific bloom and good keeping qualities. It is from this class I would recommend the beginner to make his first planting, because they are so good, so reliable and so cheap.



Edulis Superba.

		Each	Doz.
8.1	Couronne d'Or	\$0.75	\$ 7.50
7.6	Delicatissima .....	.75	7.50
7.1	Delachei .....	.75	7.50
8.1	Duchesse de Nemours .....	.75	7.50
7.6	Edulis Superba .....	.75	7.50
9.3	Festiva Maxima .....	.75	7.50
8.4	Felix Crousse .....	.75	7.50
7.2	Mons. Charles Leveque .....	.75	7.50
8.1	Mme. Calot	1.00	10.00
7.9	Mme. de Verneville .....	.75	7.50
9.2	Mons. Jules Elie	1.50	15.00
6.8	Queen Victoria .....	.75	7.50

The **second** lot comprises such newer varieties as are coming more and more to be planted for the cut flower trade. So each class is subject to change from time to time as new varieties are tested, proven out, adopted or discarded.

In this second list you will find varieties very different from the first list and in some respects superior. Such as <i>La Rosiere</i> , a semi-double; <i>Asa Gray</i> , a mottled flower; <i>Philomele</i> , a crown type and very distinct in coloring. Each Doz.			
8.9	Avalanche	\$1.00	\$10.00
9.0	Baroness Schroeder	1.50	15.00
8.1	Asa Gray	1.50	15.00
8.8	Grandiflora	1.00	10.00
8.8	Karl Rosenfield	2.00	20.00
8.3	La Rosiere	1.50	15.00
8.5	Marie Lemoine	1.00	10.00
7.9	Mme. Ducel .....	.75	7.50
7.7	Philomele	1.00	10.00
8.3	Venus	1.50	15.00

The **third** lot comprises a few Japanese varieties because everyone wants a few singles or near singles, such as the Japanese.

- 8.4 *Albiflora, The Bride* (single).
- 7.8 *Albatross*.
- 7.6 *Flashlight*.
- 7.0 *Major Loder*.
- 8.6 *Mikado*.

The **fourth** lot is the "Best-at-any-price" lot. Of course the Peony Society's ratings tell the story of quality. But individual tastes and fancies are so divergent that while all Peony men would agree on the lot as a whole, none would agree in detail. While one man would want to cancel out one and substitute another variety, some one else would cancel an entirely different one, and the one he would substitute would be entirely different also. So it seems lucky we have the choice of the Society as a whole. The list following gives the top notchers. You will note it includes some of lots one and two, also that only one is rated as high as 9.9, and two at 9.8.



The list that follows is the list of absolutely the finest and best garden varieties. They have been voted upon more than once by the American Peony Society and by elimination these have stood the test and stand as absolutely the finest, and are unequalled.

8.5 Adolphe Rousseau	9.0 La France	9.2 Philippe Rivoire
8.6 Albert Crousse	8.6 La Lorraine	8.8 Phoebe Carey
8.8 Alsace-Lorraine	8.4 Lamartine	8.2 Pierre Duchartre
8.7 Avalanche	8.5 La Perle	8.6 Primevere
9.0 Baroness Schroeder	9.9 Le Cygne	9.0 Raoul Dessert
8.7 Bayadere	8.1 Livingstone	8.7 Reine Hortense
8.0 Boule de Neige	9.0 Longfellow	8.8 Richard Carvel
8.6 Cherry Hill	8.4 Lora Dexheimer	9.0 Rosa Bonheur
8.7 Claire Dubois	8.8 Loveliness	8.1 Ruth Brand
9.2 Elizabeth Barrett Browning	8.6 Madame August Dessert	9.0 Sarah Bernhardt
8.7 Elwood Pleas	7.7 Madame de Vatry	9.7 Solange
8.9 Enchanteresse	8.9 Madame Emile Lemoine	8.8 Souv. de Louis Bigot
8.3 Eugene Bigot	8.8 Madame Gaudichau	9.8 Therese
8.6 Eugenie Verdier	9.4 Madame Jules Dessert	9.4 Tourangelle
8.4 Felix Crousse	8.9 Marie Crousse	9.3 Walter Faxon
9.3 Festiva Maxima	8.3 Marie Jacquin	
9.1 Frances Willard	8.5 Marie Lemoine	
9.2 Grace Loomis	9.1 Martha Bulloch	
8.8 Grandiflora	8.7 Mary Brand	
8.2 Grover Cleveland	9.4 Mary Woodbury Shaylor	
8.7 Jas. Kelway	7.3 Midnight	
8.9 Jubilee	8.7 Mignon	
8.8 Karl Rosenfield	8.6 Mikado	
9.8 Kelway's Glorious	9.0 Milton Hill	
9.1 Lady Alexandra Duff	9.2 Mons. Jules Elie	
9.2 La Fee	8.8 Mons. Martin Cahuzac	

The fifth lot are the discards and such as I have tried out and do not wish to put into either of the other classes. However, a few years ago, they would have been among the good ones. It is from this lot that I give away roots without charge as long as they last. Sometimes I have only one variety in this lot and sometimes more.

Colors and Blooming Season

As you see below, there are enough varieties, enough colors, enough seasons, and prices from the lowest to the highest among those which are admittedly the best. Why extend the list to include inferior varieties?

Refer to description list pages 48 to 54.

White and Light Colors

Early	Midseason	Late
Albatross	Asa Gray	Albert Crousse
Albiflora (The Bride)	Baroness Schroeder	Alsace-Lorraine
Boule de Neige	Bayadere	Avalanche
Duchesse de Nemours	Frances Willard	Couronne d'Or
Festiva Maxima	Jas. Kelway	Elizabeth B. Browning
Mme. de Verneville	Jubilee	Enchanteresse
Lady Alexandra Duff	La Lorraine	Kelway's Glorious
	La Perle	La France
	La Rosiere	Marie Lemoine
	Le Cygne	Mons. Charles Leveque
	Mme. Emile Lemoine	Solange
	Marie Jacquin	Tourangelle
	Primevere	
	Queen Victoria	

Pink and Medium Colors

Early	Midseason	Late
Edulis Superba	Delicatissima	Claire Dubois
La Fee	Elwood Pleas	Grandiflora
Mme. August Dessert	Eugenie Verdier	Mme. Jules Dessert
Mme. Calot	Loveliness	Mignon
Mme. Ducel	Mme. de Vatry	Milton Hill
Major Loder	Marie Crousse	Phoebe Carey
Mons. Jules Elie	Martha Bulloch	Pierre Duchartre
Reine Hortense	Mary Woodbury Shaylor	Raoul Dessert
	Pasteur	Sarah Bernhardt
	Philomele	
	Rosa Bonheur	
	Ruth Brand	
	Therese	
	Venus	

Red and Dark Colors

Early	Midseason	Late
Adolphe Rousseau	Cherry Hill	Eugene Bigot
Flashlight	Delachei	Grover Cleveland
Lora Dexheimer	Felix Crousse	Lamartine
Midnight	Karl Rosenfield	Livingstone
Mikado	Longfellow	
Philippe Rivoire	Mme. Gaudichau	
Richard Carvel	Mary Brand	
	Mons. Martin Cahuzac	
	Walter Faxon	

PORT TOWNSEND, WASH.—*The peonies arrived in splendid condition due to the very careful packing such as only a real peony fan would give them.*



Valuation

Now about prices and values. There is an old saying that "you generally get what you pay for" even when you intend to buy a whole lot for a little money. There are two ways of selling. One is to advertise largely and make your customers think your goods are better than others. This will doubtless suggest the old question that has never been settled, "Who pays for the advertising?"

Another way is the principle of the Five and Ten Cent Stores. They make enormous profits by making enormous sales at low prices and on small individual margins. This is my policy, but I cannot make large sales and hold my trade without giving good values.

Here is a motto I have had on my desk for many years: "The firm which insists that a sale is not complete until the goods are worn out and the customer still satisfied is building a business for itself, its children and its children's children."

The first principle of good salesmanship is to claim that your goods are superior to any one's else so convincingly that the customer will believe it. Then if your price is right, you have made a sale. And if you put it over good and strong, you can even charge a higher price for your own goods.

But if I should claim that my roots are better than all others, I would feel that my customers would think that some one, somewhere, would have at least a few roots equal to mine.

So if I should claim that my Peony roots are better than any one's else, it would sound silly, wouldn't it? So I don't. I offer roots that will average better than the average and when you really get that, you are doing well. You will average better than the average. I do not offer to sell one- and two-year-old roots at the price of divisions. I have been around a good deal and I have occasion often to buy roots myself.

I once had occasion to set out for myself ten acres of Bartlett pear trees. An orchardist will not plant two- or three-year-old trees if he can get yearlings even at the same price, because trees one year from the graft will make him better trees and a quicker crop. So I claim on account of my own nineteen years' experience in growing Peonies that if you buy divisions, you will get more for your money and will get better results for yourself in stronger growth and healthier plants. I never buy two- or more-year-old plants, myself, unless I expect to divide them. There is one exception—in the extreme South larger clumps of roots should be planted.



Karl Rosenfield.

Beginners do not always understand what "divisions" are—a large clump of roots is dug up and then divided with a knife. If skilfully done, there will be no roots without eyes and no eyes without roots. In many cases it is the practice to cut as small as possible and then plant out for one year, so more eyes will develop and then sell for one-year-old plants. Now I contend that cutting too small does not do the roots any good, and then digging up again after only one year does not do the plant any good. My belief and practice is that good, strong rooted divisions are preferable to so-called one-year plants; that they will grow stronger and develop quicker. So I quote on divisions.

Peony growers do some things that seem queer until you know the reason. You know that fruit trees sometimes fail to bear fruit, and then if they are cut back severely in the right way it forces them to blossom and fruit. Well, when you order Peony divisions and you get a nice long root with three or more eyes you think you have an extra fine one. Now if you plant it that way, it will make a good showing the first year and probably blossom, too. But it will probably go on growing deep and longer, producing a few eyes each year; the eyes producing leaf stocks and flowers.

Should you, however, cut the root right off to six or seven inches long before planting, it would not make so good a showing the first year, but cutting off the root would force it to put out more new roots near the crown, which would give you a root

system, and which would soon produce lots of eyes and with them lots of leaf stocks and flowers. I always cut the roots off some and never plant them more than about seven inches long. I sacrifice the first year for greater and finer development later. If you know how, you can manipulate your plants in some ways and then again in some ways you can't.

Experimentation

My Peony grounds I divide into two parts, my experimental plats and my commercial varieties. Now I have determined not to have more than one hundred commercial varieties, because one can select the very most worth-while varieties and not go over one hundred. Of the commercial varieties I have two classes, the best cut flower or the old reliable varieties and the best-at-any-price class.

In my experimental or trial plats, I have varieties that I have not tested sufficiently long to decide to put them into my commercial classes, but each time I do determine that a certain variety should be moved from my trial to my commercial class, you see that I will then have one hundred and one commercial varieties. Now I have definitely decided that one hundred is enough to comprise the most desirable and that I will not offer for sale any that are not good enough to be classed with the one hundred best. So what will I do with the one hundred and first one that I must discard? I simply dig them up and throw them away or give them away. I will not sell them. Sometimes I have one hundred plants or I may have one thousand plants of the variety that I am to discard. But away they must go. And remember that the discarded was not one of the poorest out of say one hundred varieties. You see I must give them away to some one or throw them away. So this is what I do. I put them in as extras when I ship your order, as long as they last. The early orders get the first and best chance.

Guarantee

I cannot become responsible for what may happen to plants after they leave me, because I cannot know the soil, the planting, the cultivation they will receive. However, I do guarantee good strong divisions, healthy and true to name. I will guarantee you satisfaction. Whatever that means to you, within reason, it means the same to me. Here is my favorite motto: "The firm which insists that a sale is not complete until the goods are worn out and the customer still satisfied is building a business for itself, its children and its children's children."

Is a Guarantee a Guarantee?

Once when I was younger than I am now, I bought a horse. The man who sold him to me, showed me his big muscles and what nice, clean legs he had and picked up his feet and showed me what nice hoofs he had. In fact, he guaranteed the horse to be true and sound as a gold dollar. I was so much impressed with the horse's legs and feet and the splendid guarantee that I bought him. Though I had a fine guarantee, the man had said nothing about lungs and I didn't ask. Well, when I started to work him, I found he was windbroken, and, if I remember rightly, he had a touch of the heaves. Well, I went right back to my man and told him he could have the horse back and I wanted my money back. To make a long story short, he was real sorry, but he had used the money to pay some debts and had none left for me. When I talked to a lawyer, I found the poor man really did not have any money but had a lot of debts, which was all he could offer me to make good the guarantee. When I thought it all out, I concluded that what I should have bought was a horse and not a guarantee. Now, when I want a horse I go to a man whose word I know to be good when he says the horse is sound and true, and I do not ask for a guarantee.

I have often thought that one sometimes buys Peonies when he is so taken with the guarantee that too little attention is given to the Peonies. That is, one may be so impressed with the guarantee that he may think that any old Peonies are good enough if only they go with such a fine one. Really now, what does a guarantee guarantee? A grower cannot assure you that the roots will even ever reach you, for the express car might run off the track or burn up. He can't guarantee that they will grow, because some people have a genius for killing everything they plant. And, on the other hand, for instance, I used to know a man whom the neighbors said never failed to make anything grow that he planted. They even said he could take an old corncob and plant, so it would grow. The only thing a seller can really guarantee you is that the roots will be true to name. But why so much pow wow about their being true to name? Because a few years ago, you were just as apt to get them untrue as true. Why so? Because the seller himself did not know whether they were true or not. But it's not so bad these days, as it used to be.

What we want to know is whether a guarantee amounts to very much anyway. Can a grower give you a fine sounding guarantee and make good on it and still beat you? It may surprise you to know that he could. We will say that you send him \$25.00 for a very fine Peony and he sends you a very similar one worth say \$2.00, with his guarantee that if it does not prove to be what you bought, he will send you four of the real ones to replace it. Now, if he sent you a close imitation,

it would take three years before you could be real certain that you failed to get what you paid for. In the meantime he is growing and increasing the real \$25.00 one that you paid for. If prolific, it will double each year. So in one year, he would have two worth \$50.00, and in two years he would have four worth \$100.00, and in three years, he would have eight worth \$200.00. He then receives from you a letter that the one he sent you is not what you bought. He very promptly, without even questioning your word, sends you four genuine roots worth \$100.00. You think him very square and liberal. He has done what he promised, and you think you have a good bargain. Still he makes \$100.00 on the deal besides making good his guarantee. But here's another joker.

The chances are all in his favor that you will never know whether what he sent you was true to name or not. How can you know? There are a few men who can tell whether any Peony is one variety or another, but they are few indeed. You may see experts discussing whether a Peony is this variety or that. That is why I say that it seems foolish to have so many varieties when they are so near alike as to puzzle experts. And when it is so, what chance have you ever to know whether or not your purchase is true to name? But you have a guarantee. Yes, and that guarantee makes you feel comfortable because it is so strong. But really the guarantee is not worth a cent. It is the word backed by the character of the seller that you must depend upon. So why have a guarantee at all? Some of the leaders in Peonies give no guarantee at all of any kind. They don't have to. Why? Their business standing makes it unnecessary.

Now let us say that a man buys a painting for \$25,000. He hangs it up and is very proud of it. Then he finds out it is spurious. It is a copy. He is now ashamed of it. He takes it from his gallery to the attic. Today, proud of it. Tomorrow, ashamed of it. They say, "what you don't know don't hurt you." If you have a good guarantee with a Peony not true to name and don't know it, you may be just as happy. Now you want Peonies true to name. Which will you choose, a strong guarantee or a reliable seller? The reliable seller needs no guarantee. He is his own guarantee.

If there were not so many varieties being offered for sale, a guarantee would be a joke, because anyone could tell the difference between them if they were really different. That's why I say there are too many varieties. They should be cut down to, say a hundred varieties, so each one would be distinct and different from others. Enough so, at least, that there would be some excuse for each one's existence. But, here we are starting on a long story. When you have got to be a Peony fan, you will want to know it.

Honesty of Descriptions

In reading these descriptions the beginner, especially, should carefully note certain general instructions. Describing Peonies is often used as a sales promotion opportunity and the temptation is very great to use the chance to leave out the defects and weaknesses and enlarge upon the excellences of each. No one knows how great the temptation is to one who loves Peonies to go into extravagant praise over each lovely variety. But I think one should curb this impulse as far as possible and describe them impartially so that a beginner may have a good reliable idea of just what kind of a Peony he is buying. There are so many of such great excellence that it is not necessary for one to be misled into wasting money by buying something that may not be best suited for his purpose in planting or for his location or climate. The objection to weak stems is that a rain will make the large blooms of the Peony so heavy they will turn down in the mud and be spoiled. But on the other hand some hang their faces so as not to be faded and spoiled by the June sunshine. I have tried to note where stems are weak. Some are more prone to disease, especially the French varieties. And this is why it is important to note the date of the introduction of each variety. When the Peony has been in cultivation many years, and especially when it has been largely planted for cut flower market growing, it is the best possible indication that such a variety has great strength and disease resisting qualities. So

when in doubt, choose old varieties. The difference in climate between the North and South makes all the difference in the world in choice of varieties. Some are so worthless in the South that the impression has become current that Peonies are all worthless in the South. This is not true, as some are excellent when properly handled. So I have noted which to avoid for southern planting.

Also please note that such varieties as are rated at 8.0 or over are of such acknowledged excellence that in spite of any slight shortcoming such defect may safely be ignored as a rule. Also that such as are here described and which are rated at below 8.0 are cut flower market varieties which have stood the acid test of commercial growing where none but the most reliable and prolific bloomers are tolerated and all others are mercilessly discarded. So you will note that I confine my list to a few of the very highest grade garden varieties as well as only the best tested out market varieties. When a Peony can stand the test for market requirements you can safely conclude that it will stand more abuse in the garden and produce more flowers regularly and consistently than others. So note two things, the date when introduced and the Peony Society's rating.

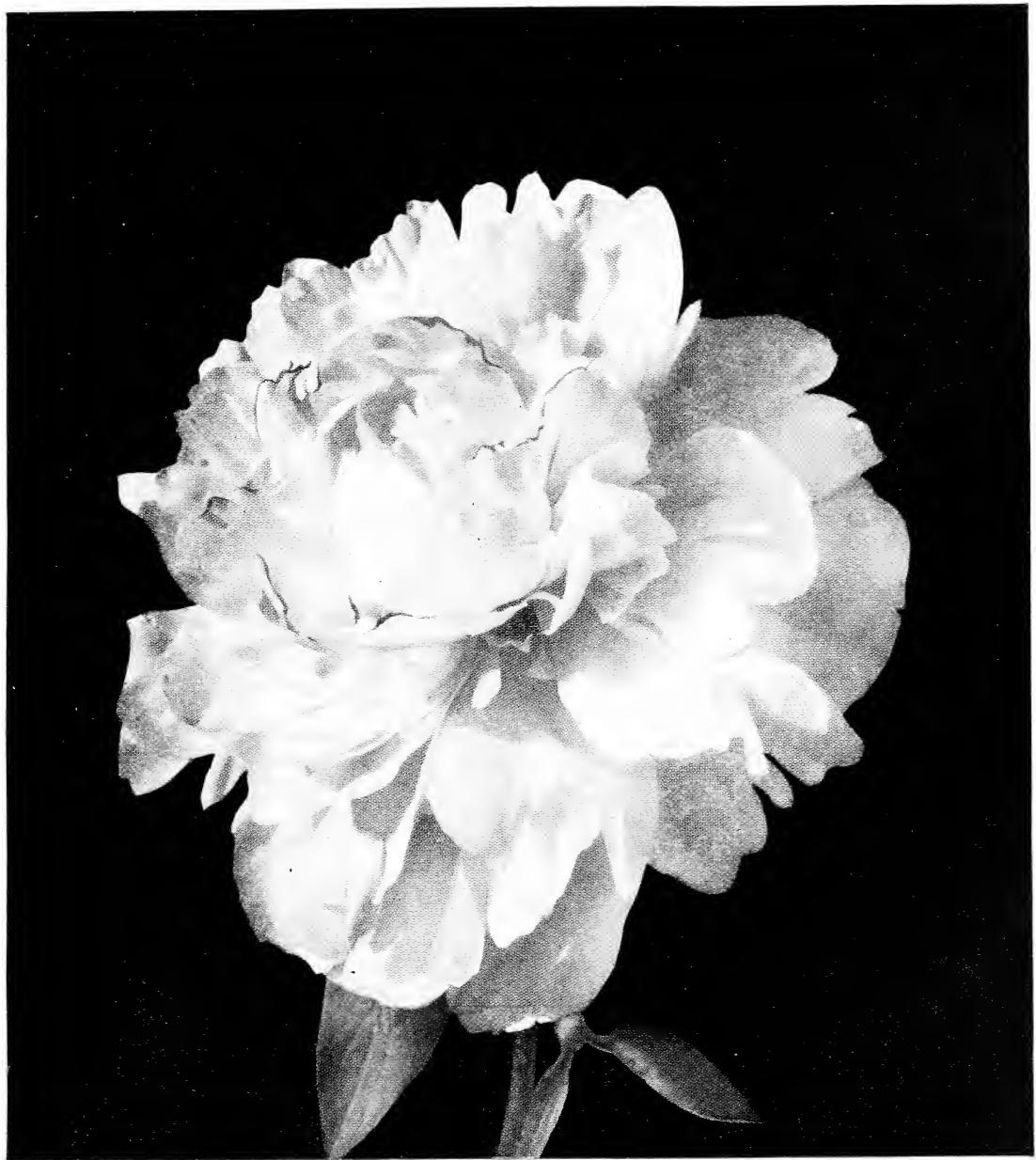
Peony Types Illustrated

The type of each Peony is given so that by reference to the eight standard types, which are illustrated among the descriptions on pages 48 to 54, no one need be at a loss as to the shape and general appearance of each variety. Only the color needs to be imagined. Although some of the Peonies are exactly typical, yet they shade away in form both ways from type so that very few are exactly of the same shape, though they do still fall roughly into the various kinds. This illustration of type, it is hoped, will be of great help in selecting. Please note that the American Peony Society's rating (here given preceding the name of each) is an absolutely reliable index of the garden value of the variety. Learn to consider these rating figures.

It may strike you that my descriptions of the following list are too uniformly favorable and possibly too enthusiastic. But you must bear in mind that I list here only about seventy-five of the very finest Peonies for garden planting in existence. Also that I list a few of the most reliable commercial Peonies which are at the same time the most reliable garden Peonies. So one can hardly speak lightly of such high grade and almost faultless flowers.



Rose Type—Delicatissima.



7.6 Mons. Chas. Leveque

(Calot 1861). Rose type; delicate rose-white. Mid-season to late. Stems cannot hold up the large flowers. Blooms in clusters freely. The color deepens toward the center and is so delicately beautiful that I am tempted to be partial in its favor. Sixty years a favorite. Excellent market variety for cut flowers.

8.5 **Adolphe Rousseau** (Dessert, 1890). Semi-double; purple garnet; early; fragrance unpleasant. Plant tall, strong, healthy; free bloomer. Good around San Francisco. It keeps well when cut, dark foliage veined red. Very brilliant; especially fine for landscape effect. One of the best of the few early reds. This is a really fine Peony and very popular.

8.6 **Albert Crousse** (Crousse, 1893). Bomb type; rose-white; late; fragrance pleasant. Plant tall, strong; free bloomer in clusters. Not a prolific bloomer in the South. Prone to root disease. Does fine around San Francisco. Perfect in form. Very beautiful in coloring. Unusual size with crimson markings. Very symmetrical and perfect shape.

Albatross (Wallace). Japanese; white with pink tint petals and gold center; early. Good bloomer. Japs and singles are becoming more popular every day.

8.1 **Asa Gray** (Crousse, 1886). Semi-rose; pale lilac with very small darker lilac spots; midseason; very fragrant. Extra good for South, and especially as a commercial cut flower for shipment from the South to Chicago for Decoration Day trade. Cately fine; strong cut flower variety.

8.8 **Alsace-Lorraine** (Lemoine, 1906). Semi-rose; cream white to yellowish; late; fragrance unpleasant. Tall and strong; free bloomer; slow to establish. Sometimes troubled with root galls. Flowers in clusters, pointed petals. In coloring somewhat like Solange. Extra good. Petals like a waterlily; distinct and beautiful.

8.4 **Albiflora** (The Bride). The finest single white. Early; very tall and free bloomer. Four or more flowers on a stem. Beautiful golden center. There should be at least one single in every garden.

8.7 **Avalanche** (Crousse, 1886). Crown type; white, flecked carmine, with creamy collar. Center short cream petals; late; odor pleasant. Medium strong grower. It is a waxy white and a grand flower. Opens like a rosebud.

8.0 **Boule de Neige** (Calot, 1862). Semi-rose; milk-white; crimson flecks on guards and center; early. Unpleasant odor. Tall and strong. Blooming habit free in clusters. In the South is a weak grower, also around San Francisco, but a very good bloomer and reliable. The name means "ball of snow." Closely resembles *Festiva Maxima*. Very striking flower and very large. Extra good as cut flowers. The clusters of bloom make a fine showing. Favorite for sixty years.



Single Type—*Albiflora, The Bride*.

9.0 **Baroness Schroeder** (Kelway). Rose type; flesh white fading to milk white; midseason; fragrance very pleasant. Tall, compact, strong; free blooming. Largely grown for commercial markets. Does well in the South. Very fine around San Francisco. Large flowers of great substance; very lasting as a cut flower. Very fragrant. An extra good Peony, especially for cut flowers.

8.7 **Bayadere** (Lemoine, 1910). Semi-rose; white; golden center of stamens; midseason. Drooping habit of growth; shy bloomer; very prone to root disease. Rated very high by the Peony Society and is a very beautiful flower. The loose petals and yellow center give it the waterlily effect. Creamy white tone; makes a gorgeous show. A really fine variety when blooming.

8.1 **Couronne d'Or** (Calot, 1872). Semi-rose; white with a ring of yellow stamens, crimson splashes; late; agreeable fragrance. Medium height and strong grower, blooming freely. Buds never open in the South, worthless there. Extra good around San Francisco. Unusual waterlily fragrance. A very valuable Peony for dependability and size; a true "crown of gold." Tested for fifty years.

8.7 **Claire Dubois** (Crousse, 1886). Rose type; violet-rose; late; unpleasant odor. Tall, long stems; medium bloomer. It is worthless in the South. Some think it better than Mons. Jules Elie, which is saying a good deal. The bloom in clusters of a clear, deep rose make of it an excellent cut flower variety. "A gem of the first water."



Japanese Type—Mikado.

8.6 **Cherry Hill** (Thurlow, 1915). Very deep garnet with a sheen which makes it especially noticeable. Stamens are visible in blooms not fully developed. Stems four feet long and very erect. Attracts attention from a distance when seen in the garden. Strength of growth not yet proven. Does not burn in the sun.

7.1 **Delachei** (Delache, 1856). Rose type; rosy magenta; midseason; unpleasant odor. Medium height; vigorous grower; free bloomer in clusters. Used as commercial variety but not equal to *Felix Crousse*. A good red. The clusters of bloom are attractive.

7.6 **Delicatissima** (Unknown origin, 1856). Rose type; pale lilac-rose; midseason. Very strong stems and fine habit; blooms in clusters. Used commercially. Very good around San Francisco, as it withstands the sun unusually well. The long, strong stems and good keeping qualities make it a very good cut flower variety.

8.1 **Duchesse de Nemours** (Calot, 1856). Crown type; pure white, sulphur white collar; early; pleasant odor. Vigorous grower and very free bloomer in clusters. Very upright in growth and is one of the Peonies everyone seems to want. One of the best whites. Shades toward yellow. Introduced nearly seventy years ago and still going strong.

8.7 **Elwood Pleas** (Pleas). Flat rose type; violet-rose with beautiful shading; fragrant. Not tall but strong grower. Buds open one sided in the South. Does not fade white and is a good keeper. A fine flower and Mrs. Pleas thinks this one is her best.

7.6 **Edulis Superba** (Lemoine, 1824). Crown type; dark pink; early; pleasant odor. Strong, hardy grower; prolific bloomer; very fragrant. Very free bloomer and one of the best for California. Blossoms often measure seven inches across. Very reliable in form and fragrance. It is remarkable that this Peony was originated one hundred years ago and that it is still one of the best and most grown cut flower varieties. A record hard to beat.

9.2 **Elizabeth Barrett Browning** (Brand). Soft shell-pink at first and fading to white with occasional crimson splashes; late. Strong grower; liable to rot in light soil. Stems weak for such heavy bloom. Very heavily and delightfully fragrant. One of the very best. Unusually beautiful in the bud. The tints and shading as the buds open, are of great beauty.

8.9 **Enchanteresse** (Lemoine, 1903). Rose type; creamy white, scarlet splashing; very late; pleasant odor. Long, strong stems; free bloomer. Not a good bloomer in the South; not a very strong grower in the North. Roots sometimes affected. Very large size and blooms in clusters. One of the best.

8.3 **Eugene Bigot** (Dessert, 1894). Semi-rose; slightly silver tipped; brilliant red; midseason to late. Fair grower; medium stems. Shy bloomer; laterals seldom develop. Very striking red, and flowers wonderful but a poor performer in some localities.

8.6 **Eugenie Verdier** (Calot, 1864). Semi-rose; hydrangea-pink; midseason; pleasant odor. Tall, strong; free bloomer in clusters. Not adapted for the South. Very good around San Francisco. Enormous flowers and by some thought to be the best of all Peonies. The flower is very durable. This is so beautiful it is of unusual value. Sixty years old, still a favorite. Loved by many.

9.3 **Festiva Maxima** (Miellez, 1851). Rose type; pure white with prominent crimson markings; very early; fragrant. Very sturdy, strong stems; blooming habit very dependable. Fine in the South and in San Francisco, as everywhere else. Many do not hesitate to say that this is the finest white in existence. It is the most popular of all cut flower Peonies. For seventy years a leader of them all. Believe me, those who have not planted *Festiva Maxima* and *Felix Crousse* have missed a great pleasure.

8.4 **Felix Crousse** (Crousse, 1881). Bomb type; bright red; midseason; good odor. Vigorous grower; spreading habit; blooms freely and in clusters. Most reliable red for the South. This is one Peony that everyone should have. If you have not planted *Felix Crousse*, you have missed one of the greatest flowers. Does unusually well around San Francisco, but like all the reds is liable to fade in the California sun.

7.6 **Flashlight** (Hollis, 1906). Japanese type; rose-red, contrasting yellow center; early; unpleasant odor. Medium height but strong; free blooming clusters. This is a strikingly beautiful Jap.

9.1 **Frances Willard** (Brand, 1907). Very large; rose type. Raised cup-shaped center; golden stamens; white, delicately shading pink; pleasantly perfumed. Strong grower and lasting as a cut flower. This is a beautiful flower and Mr. Brand says: "It is the best flower of its type yet introduced."

8.2 **Grover Cleveland** (Terry). Rose type; dark crimson; late; unpleasant odor. Strong, vigorous, but medium bloomer, in clusters. Sometimes shy bloomer. Desirable on account of late dark crimson which attracts attention. Ranks as one of Terry's best.

8.8 **Grandiflora** (Richardson, 1883). Rose type; rose-white; very late; unusually fragrant. Strong grower; blooms in clusters. Most reliable of all late pinks in the South. Good around San Francisco. It stands out very prominently among the late Peonies on account of its color and size. Being such a strong, vigorous and beautiful flower and so late withal, it should be planted to extend the season of bloom.

8.7 **Jas. Kelway** (Kelway). Semi-rose; rose-white, guard petals prominently marked crimson; early to midseason; fragrance unpleasant. Medium grower, free bloomer; slow to establish. Not reliable. Very good around San Francisco. A fine flower in the right soil; desirable.

8.9 **Jubilee** (Pleas, 1908). Flat rose type; nearly white, shading rose; midseason; agreeable fragrance. Very tall, strong growth, rather weak stems. Poor bloomer. Many think it the finest of all Peonies, has many enthusiastic admirers. Some are very enthusiastic about Jubilee, some think it remarkable, and some think it over-rated. However, it is distinct, striking and ranks high.

8.8 **Karl Rosenfield** (Rosenfield, 1908). Semi-rose; dark crimson; midseason; no odor. Strong healthy growth; free bloomer in clusters. One of the best crimson varieties for cut flowers, for landscape, and for the flower trade. Really fine and large.

9.8 **Kelway's Glorious** (Kelway, 1909). Soft tinge of rose on a creamy white; late; very agreeably fragrant. Kelway says: "It is one of the most wonderful new Peonies that has been out for many years." In great demand; quite scarce, quickly snapped up where offered. Does well in the South where so many fail. Recommended for middle California. In fact it stands at the front in all sections.



Semi-double Type—Marie Jacquin.

9.1 **Lady Alexandra Duff** (Kelway, 1902). Outside very light rose shading lighter toward center; very large terminal flower, laterals waterlily shaped. Does splendidly in the South. "This is the one Peony most talked of in the Peony world." Very prolific, striking, scarce and desirable.

9.2 **La Fee** (Lemoine, 1906). Crown type; mauve rose; early; very fragrant. Long, strong stems; free blooming in clusters; creamy white collar. Not sturdy in the South. Often affected with root galls. Foliage very distinct. Well named "The Fairy." Very large and very double bloom; a remarkably fine Peony.

9.0 **La France** (Lemoine, 1901). Rose type; rose-white; guards with carmine mark running down center of petals; late; odor very pleasant. Tall and strong, blooming freely; sometimes lacks vigor. Subject to disease when planted in the South. La France is an unusually large, distinct and extra good Peony. Some say it is the finest Peony ever brought out up to 1901.

8.6 **La Lorraine** (Lemoine, 1901). Rose type; enormous globular flowers; white with creamy shade; midseason. Strong plants; very large and heavy bloom; fragrant. Roots diseased in some localities. Does well in California. Lasting as cut flower.



Anemone Type—Anemoneflora.

- 8.5 **La Perle** (Crousse, 1885). Rose type; lilac-white, blush center; center flecked and splashed carmine; midseason; pleasant odor. Very strong, tall, and free blooming in clusters. Recommended for California. Very large flower of a noticeably beautiful form.
- 8.3 **La Rosiere** (Crousse, 1888). Semi-double; white shading to light cream in center; midseason. Stems not strong enough to hold up the extra large clusters of bloom. Rather weak in California. Not fully double but blooming in clusters of large, creamy flowers with yellow center. Very beautifully striking. Each cluster a bouquet.
- 9.9 **Le Cygne** (Lemoine, 1907). Semi-rose; milk-white; a few yellow stamens in center; midseason; quite fragrant. Free bloomer. Best of all whites in the South. Named "The Swan." People say it is easily the grandest white flower ever seen. The Peony Society rates it as the one best Peony, what more could one say? Have at least one. One of the best for the West and Northwest and the whole Pacific Coast.
- 8.1 **Livingstone** (Crousse, 1879). Rose type; lilac-rose with silver tipped petals; carmine flecks in center; late; no odor. Strong growth, blooms freely; but no good for the South. It blooms in clusters; is an extra good Peony, and has been tested out for many years.
- 8.4 **Lamartine** (Lemoine, 1908). Rose type; carmine-rose color, edges silver; late; very fragrant; strong growth; tall stems. Prone to root disease. An extra good late red for garden planting.

9.0 **Longfellow** (Brand, 1907). Very brilliant red; center petals surrounded by a ring of yellow stamens; long, strong stems. Not a strong grower but one of the best reds. Mr. Brand says: "For years to come it will stand at the head of all deep, bright reds."

8.4 **Lora Dexheimer** (Brand, 1913). Semi-rose; very strong; bright crimson; early. Strong; medium height; stiff stems hold the bloom upright. Poor grower and not a reliable bloomer. Flower very large and striking; a Peony of great beauty.

8.8 **Loveliness** (Hollis, 1907). Rose type; hydrangea-pink; midseason; very fragrant. Medium stems; not a strong grower. Blooms freely in clusters. Considered Hollis' best Peony and very attractive. A great Peony and good bloomer.

8.6 **Madame August Dessert** (Dessert, 1899). Semi-rose; violet-rose; guards and center flecked crimson; early; very unpleasant odor. Strong, medium length stems; free bloomer in clusters. An extra fine variety. Very large flowers. A fine Peony—rated high.

8.1 **Madame Calot** (Miellez, 1856). Hydrangea-pink; early; good; good odor. Strong; medium height. Blooms freely in clusters. Has held its own against the world for over sixty years and it is said that it bears more flowers and is more fragrant than any other Peony.

7.9 **Madame de Verneville** (Crousse, 1885). Bomb type; pure white; petals carmine tipped; early; pleasant odor. Extra strong and vigorous and extra free bloomer. Lateral buds seldom develop. Stands the sun and weather in California unusually well. One of the most charming of all the varieties. It has the true June rose fragrance. This is an old established and fully tested Peony and for dependability is unusually valuable.

7.7 **Madame de Vatry** (Guerin, 1863). High crown center. Large, white anemone collar; yellowish white, center splashed crimson. Medium height; rather weak; free bloomer; pleasant odor; midseason. This is unusually good in California. Blooms in clusters and is distinct and noticeably attractive. This and Philomele should be in every garden.

8.3 **Marie Jacquin** (Verdier). Semi-double; rose-white, tinged lilac, more or less yellow. Stamens visible in center. On young plants the bloom is single. Midseason; odor not pleasing. Strong, upright, and vigorous. Blooms in clusters freely. Starting as a young plant with single flowers, as it grows older it becomes more double. This has the real waterlily effect, so much so that it is often called "Waterlily."

7.9 **Madame Ducel** (Mechin, 1880). Bomb type; light mauve; rose; early; fragrant. Strong growth; very free bloomer. In the South it is an uncertain bloomer and poor grower. This is a cut flower variety because of its free blooming habit and attractive flowers. Extra good.

8.9 **Madame Emile Lemoine** (Lemoine, 1899). Semi-rose; milk-white; mid-season; unpleasant odor. Medium height. Vigorous; blooms freely in clusters. Occasional stocks of this badly diseased. Has wonderfully beautiful buds. So reliable it is grown for cut flower market.

9.4 **Madame Jules Dessert** (Dessert, 1909). Large and beautiful flower in shape and color. White, shading to buff and salmon. Late midseason. Vigorous grower and bloomer, and also vigorous in the South. The carmine splashes set off the delicate coloring as also do the golden stamens that show enough to accentuate the beautiful effect.

8.8 **Madame Gaudichau** (Millet, 1909). Large, globular; brilliant dark crimson-garnet. Very dark. Strong and tall stems. A shy bloomer and not a strong grower. Of the reds, this is one of the darkest as well as the most brilliant. Plant it.

8.9 **Marie Crousse** (Crousse, 1892). Bomb type; pale lilac-rose; midseason; odor quite unpleasant. Strong growing and free blooming. Will do fine anywhere in middle California. Some say there is nothing prettier among all the Peonies. In spite of its odor, it is a large and striking variety.

8.7 **Marie Brand** (Brand, 1907). Midseason; vivid crimson. Plant strong; flowers large, often in clusters. Not a strong grower in the East. One of the best dark reds, striking in size and effect. Lasting as cut flower. Very fine for garden. Sometimes a mass of bloom.

8.5 **Marie Lemoine** (Calot, 1869). Rose type. White, cream center; very late; pleasant fragrance. Strong, vigorous; blooms freely in clusters. Rather low growth. In the South blooms about one year in four. Roots subject to rot. Carries its flowers very erect, standing out above the foliage. This should be in every collection. On account of its unusual dependability, its strength and beauty, it is an extra good Peony for cut flower market.

9.1 **Martha Bulloch** (Brand, 1907). Mammoth cup-shaped blossom. "The largest of the good Peonies," Mr. Brand says. Deep rose-pink, shading lighter; strongly fragrant; stems stiff and strong. Rather scarce, being a slow propagator. In such demand it is rather scarce. The demand is justified, as the flowers are often nine inches across and even larger. Very fine.



Crown Type—Duchesse De Nemours.

7.0 **Major Loder** (Kelway, 1908). Jap. Flesh guard petals, yellow center; early. Like many of the Japs this is very distinct and attractive.

7.3 **Midnight** (Brand, 1907). Plume-shaped flower; semi-rose; deep maroon; early. Strong stems; large flowers. Very dark; nearly as dark as Mons. Martin Cahuzac. Good cut flower Peony; doesn't hold up long; rather inferior in the East. Color fades in bright sun.

8.7 **Mignon** (Lemoine, 1908). Rose type; light rose passing to cream, crimson flecks. Late. Strongly and delightfully fragrant. Medium height. In some localities may be shy bloomer, in others very reliable. An extra fine flower but a weak grower. In some localities root disease. In spite of all it is one of the most lovely Peonies.

8.6 **Mikado** (Barr). Japanese; dark crimson petals with center of petaloids which have golden tips that give the effect of a solid golden central cluster. This is a strikingly pretty flower and is in such demand that it is only found with difficulty here and there.

9.0 **Milton Hill** (Richardson). Rose type; pale lilac-rose; late; not fragrant; medium height and drooping. Medium bloomer in clusters; unreliable bloomer at times, uncertain in the South. Very large bloom, excellent for cutting. Said to be "one of the finest varieties in existence." Well worth having. Rather shy bloomer in the Northwest.



Bomb Type—Felix Crousse.

- 9.2 **Mons. Jules Elie** (Crousse, 1888). Bomb type; pale lilac-rose; early; very pleasant odor. Free bloomer on medium strength stalks. Grand in the South. Some stocks of this variety are diseased, others healthy. Free from disease in California and does splendidly there. Flowers large and plant excellent for landscape work. Said to be Crousse's masterpiece. Also a leader of the cut flower varieties. Very popular. Occasional flowers eight and nine inches through. Bloom averages very large.
- 8.8 **Mons. Martin Cahuzac** (Dessert, 1899). Semi-rose; very dark purple-garnet; midseason. Strong, vigorous; medium height. Free bloomer in clusters. In some cases subject to root rot. Very fine in California and withstands the sun well. This is a poor keeper and shipper, but in the garden is very effective, being the darkest of all Peonies. Often called the black Peony. Should be in every garden.
- 7.6 **Mons. Chas. Leveque** (Calot, 1861). Rose type; delicate rose white. Midseason to late. Stems cannot hold up the large flowers. Blooms in clusters freely. The color deepens toward the center and is so delicately beautiful that I am tempted to be partial in its favor. Sixty years a favorite. Excellent market variety for cut flowers.
- 8.0 **Pasteur** (Crousse, 1896). Soft pink, shading to darker at base of petals and creamy center. Midseason. Medium strong. Very fine for those who love soft shell-pink. This is a very beautiful variety and rather scarce.
- 9.2 **Philippe Rivoire** (Riviere, 1911). Rose type; very dark crimson; beautifully symmetrical flower. One of the few dark reds with the true rose odor. Early; fair grower. No other red scores as high as Philippe Rivoire; distinct in color; striking appearance and odor. Rare and very desirable bloom.
- 7.7 **Philomele** (Calot, 1861). Crown type; center violet-rose with amber yellow anemone collar. A violet-rose center gradually develops, the petals of which are edged dark crimson, inside of the amber yellow. Midseason. Fragrance pleasant. Strong, upright, medium height. Blooms freely but the lateral buds blight badly. On the whole to me this is a very distinct and attractive flower; I would not be without it. I call it a three-story flower. It is very striking.
- 8.2 **Pierre Ducharte** (Crousse, 1895). Rose type; lilac-pink; very late; fragrance pleasant. Flower very large and crowded with petals. This is another very late flower of special value for that reason.
- 8.8 **Phoebe Carey** (Brand, 1907). Rose type. A distinctive shade of lavender-pink, shading darker to center. Very late. A lovely flower. Aside from being a wonderful flower in itself, it is a great value for lengthening the blooming season, as it is so late.
- 8.6 **Primvere** (Lemoine, 1907). Bomb type; guards creamy white, splashed scarlet; center sulphur-yellow. Midseason. Very fragrant. Grows strong and blooms freely. Very good in California. This French name means "Springtime." The nearest of all to a yellow Peony and the open, flat shape helps in displaying the golden color of this large flower. One of the most distinct and most desirable.
- 6.8 **Queen Victoria** (Whitley, 1808). Bomb type; pure milk-white, occasional crimson flecks. Midseason; fragrant; medium height; free bloomer; buds in clusters. Does well in California as well as anywhere else. Just think, this Peony is over 100 years old and right now it is more largely planted for the cut flower market than any other. This shows it reliable. "One of the best every day whites." It ignores abuse.
- 9.0 **Raoul Dessert** (Dessert, 1910). Clear mauve, shaded carmine-pink, stained silver-white. Late midseason. Strong and erect, blooming freely as a rule; sometimes shy bloomer. Unusually large flower and very compact; of great beauty and attractiveness.

8.7 **Reine Hortense** (Calot, 1857). Semi-rose; hydrangea-pink, collar and guards splashed crimson, center noticeably flecked crimson. Early midseason. Quite fragrant. Medium bloomer in clusters. Fades in sunlight. One of the best for the South. This very large, flat, compact Peony is more than usually attractive. Should be cut in the bud and opened in shade to obtain its full attractiveness.

8.8 **Richard Carvel** (Brand, 1913). Bomb type; bright crimson; very early. Plant strong; profuse bloomer on tall stems. Delicately fragrant. Very large guards. Immense central dome. A great favorite because of its brilliant color and its being one of the best of the few early reds.

9.0 **Rosa Bonheur** (Dessert, 1905). Rose type; violet-rose, guards and collar flecked crimson, center clear. Mid-season. Odor pleasant. Plant strong, rather dwarf; blooms freely in clusters. This is a very large Peony and one of the real fine ones —an extra good one.

8.1 **Ruth Brand** (Brand, 1907). Bomb type; center prominent and compact. Soft lavender-pink, shading off into deeper lavender. Midseason; quite fragrant. Tall, strong stems with a single bloom. Ruth Brand is especially beautiful in the bud. When open the petals show a waxy quality that is distinctive and a delicacy of color shading that is wonderful.



Semi-rose Type—Mary Brand.

9.7 **Solange** (Lemoine, 1907). Crown type; lilac-white deepening toward center with salmon shading. Late. Strong and erect. Flowers so compact and full of petals that it sometimes cannot fully open all of the petals.

Sometimes water logs. Shy bloomer in the South. Sometimes root galls cause this variety to be a shy bloomer. This is the Peony that is so beautiful in coloring that all who try despair of describing. When you see it you will know its exquisite beauty, but never before. There is just a tinge of Havana brown in the salmon center. It is one of the three best of all. It is wonderful.

9.0 **Sarah Bernhardt** (Lemoine, 1906). Semi-rose; mauve-rose, silver tipped. Late. Fine odor. Strong grower; long, medium strength stems. Healthy, free bloomer, but not always reliable. Occasional stocks have root galls. Others O. K. Said to be one of the strongest growing of all Peonies and that "it has no faults." It is an extra good Peony.

9.4 **Tourangelle** (Dessert, 1910). Large, flat flowers; rose type. Flesh pink, shading deeper toward center with salmon cast of exquisite tone. Mid-season to late. Blooms freely. Very fine in the South. This is of such an exquisite and indescribable blending of color that one hardly dares to tell of its charm. It rivals Solange, but is more delicate in color, form and texture.



LA CROSSE, KANSAS.—I was surprised to find such nice healthy roots, as the roots I have been getting for the past few years have been such small ones. Yours are so healthy looking. I am well pleased with them.

- 9.8 **Therese** (Dessert, 1904). Rose type; violet-rose guards and collar slightly splashed crimson, center lilac-white. Midseason. Very fragrant. Strong plant and stems. Medium bloomer in clusters. Best performer and all around Peony for the South. It never disappoints. The flower is very large and as the buds open it is the most wonderful of all, and when fully open it is "one of the most beautiful varieties in color and form." Rates as one of the three best.
- 8.3 **Venus** (Kelway). Crown type; hydrangea-pink. Midseason. Very pleasing fragrance. Very tall and strong; blooms in clusters

freely. Fine in the South for cutting. One of the best for California and the Coast. Venus is extra good for landscape and for cut flowers. So good it is grown for the cut flower market. Very large flower and delicately beautiful.

- 9.3 **Walter Faxon** (Richardson). Semi-rose; color bright rose, very delicate. Midseason. Odor lacking. Medium habit, free bloomer. Wonderful color and strong grower but weak stems. This delicately beautiful red is rare and much sought for. An extra fine and satisfactory Peony.

How to Buy Peonies

The usual way of selecting Peonies is to get two or three catalogues and compare prices, pick out the one who sells cheapest and order. By selecting the cheapest one is reasonably likely to get the cheapest. But why go to the bother of getting catalogues? Every Spring (mark the word) the department stores offer Peony roots as low as twenty or twenty-five cents each.

There you find the quintessence of cheapness. With the cheapness you also get without cost the excitement of waiting to see if they will blossom and of wondering what color they will be when you do see a bloom. Instead of paying a dollar for a root, one can, in this way, get from four to five roots for the price of one. Then why hunt through several catalogues to get two for the price of one. It seems strange and yet is true, that, in buying seeds and plants, making one's money go as far as possible, is the short cut to bitter disappointment. There is no time when quality is as

important as in the purchase of plants because they live so many years.

All who get my book do not order from me. I know they compare mine with two or three others. So it must be that I have not convinced them that I give the best quality and lowest prices. About my quality I will say this. If you are not pleased when you see the roots you may send them right back to me and I will send back your money and the express charges. Now I do not claim to sell the cheapest, but I do claim to give extra value for your money and leave it to you. While I may not be cheapest on some one root, I do believe I will save you money on your whole order and give you unusual value, too. Do you remember my favorite motto? I cannot afford to send you anything that is not as represented. I could not afford to make you such an offer as I do, if I could not back it up, could I?

What Not to Buy

Do not buy varieties that are rated below 8.0 unless they are old and tried out commercial varieties which are so dependable the beginner should always have them.

Do not buy varieties that are not rated by the American Peony Society unless you know why you are buying them.

Do not buy varieties that are described as prone to disease unless you are sure of your source of supply and know what you are buying to be free. Or, unless you are willing to take a chance, on account of the beauty of some variety, as I have often done and occasionally have had to try again.

Do not buy Peonies that are described as not suited to your locality or climate. Unless the description warns you against them you should be safe in buying.

Do not buy varieties rated below 8.0. I am repeating this because it is so important and because there are so many at a reasonable price that are rated 8.0 and above, and also because these ratings are the result of long and expert experience that has cost many people lots of money. Their experience will save your money if you are guided by them. Insist on knowing the rating.

Invitation

You are cordially invited to come to Kenosha and see my Peonies when in bloom. Here they start blooming from June 1st to 15th, and then on into July. The early blooming is generally the most appreciated. In 1921 I had hundreds of thousands of various colors. And hundreds of thousands of all high class Peonies are worth coming many miles to see. And they come. One day that year there were over nine hundred automobiles here and they came from

Chicago, Milwaukee and points between and beyond. Saturdays and Sundays are the days that are most crowded, so I suggest that you come on other days of the week, if possible. When the Peonies are in bloom is the time of all times to select and order roots, which will be dug and shipped beginning September first until the ground freezes up. Bear in mind that here is the largest planting in the West, confined exclusively to high grade varieties.

Recapitulation

There are so many ways to utilize the beauty of the Peony! One is to take an individual plant and pet it and coax it and stimulate it, all by itself, and see how you can make it excel any you ever saw before. Take several varieties and get them to emulate one another, and see the rivalry between them (to say nothing of your flower rivalry with your friends and neighbors), and see how this one excels in elegance and grace while the other excels in strength and beauty. Note also how your own wonder and interest and enthusiasm grow with the development of the Peonies. In this kind of work, you will want the high class varieties.

It is in mass planting, however, that the real pleasure is attained. Mass planting and informal border planting of Peonies is illustrated in this book. A city lot may be made bewitchingly beautiful by mass planting in corners and around sides. In such plantings, same colors or at least harmonious colors must be used. Take light pinks and grade them off through shell-pinks to whites, or take solid masses of reds in corners and shade back to whites in the border. In landscape work and large estate work, solid masses of colors give wonderful vistas that stop the eye and the beholder as well. Borders of drives and walks, if well planted with Peonies, make the most showy and the most satisfactory and permanent arrangement. Where the planting is limited or is a city lot, the item of perfume must not be overlooked. A proper planting of Peonies loads the air with the odor of roses magnified.

Such an odorous planting can only be compared with large masses of wild crab apples in full bloom, but the Peonies have the advantage of sustained odor and of color mass in addition. There is nothing in flowers so full of interest and that will so employ the artistic temperament and taste in color development as the blending of harmonious shades in Peonies in masses.

Peonies should not be omitted from any arrangement of a mixed border, because of their early and so striking bloom. No matter what the color scheme of the border, there is a harmonious color that will blend. Mass planting may be done very economically and extremely well by using the cut flower varieties of moderate price.

What is home to a woman without flowers? Our earliest recollection of childhood home is of the mother working in the early morning or in the Spring and Summer evenings among her "beds" of "bachelor buttons," "four-o'clocks," "dahlias" and even the old malodorous "pinev." If the dear old mother could only have had her work-a-day life lightened and gladdened by some of our modern improved Peonies, what a delight and comfort they would have been to her. And yet they are just as great a delight today—perhaps it's all in the gardener after all.

Mr. Sumner said: "To be successful a man needs three things—First, backbone; second, backbone; and third, backbone." I think much the same way about having a beautiful flower garden. You need: First, good Peonies, then better Peonies and then

the best Peonies. Years ago, when I bought my first Peonies I did so because I loved flowers. The next lot I bought because I loved Peonies, and the next because nothing but Peonies would fill the bill. Yes, it works that way. First you find out that Peonies are beautiful—then you realize that they are the most beautiful and most satisfactory flowers in our climate, if not in the whole world. Then you find out you don't know anything about Peonies until you have seen and obtained those exquisitely beautiful, rare and new varieties which are so difficult to see in bloom because they are so much in demand that they are so seldom allowed to grow, develop and blossom. And when one, by the favors of fortune, does see these rare blossoms and does obtain some of them for one's own home, it is a never ending pleasure to show our friends flowers more beautiful than any they have ever seen.

And, marvel of marvels, these things of such rare and delightful charm will thrive almost without care if they must. How much we owe to Nature when we are given such bewitchingly elegant grace and beauty combined with such hardiness against frost and such freedom from insects and disease.

It seems so contrary to all other experience, we can with difficulty believe it when we are told that at last the most surpassingly fair and lovely are found in combination with the easiest to raise.

Personal

When I quit school I got a job in a basket factory where I worked until I saved up enough to buy me a team of horses. I then borrowed some money and built an ice house. I cut ice in Winter and filled my house and in Summer I peddled out the ice with my team. Thus I drove team three years until I was compelled to sell out because my legs and feet were wet with ice water so much that I got rheumatism. Having started out a teamster and thereafter having made a reasonable business success I attribute it largely to the motto I have had so many years on my desk. Surely fair dealing wins in the end. That's why I say to you, if you are not pleased with what I send you, send it back to me and get your money.

THE FIRST NATIONAL BANK KENOSHA, WISCONSIN

To Whom It May Concern:—

Mr. Henry S. Cooper has been a resident of this city for many years, and, as president of the Cooper Underwear Co., has built up a very large manufacturing business here.

His account has been kept with this bank ever since he came here, more than twenty years ago, and he has always enjoyed the highest commercial and business credit.

He stands very high in this community and is a dependable and reliable man from every point of view.

Yours very truly,

CHAS. C. BROWN.
President.



From Woodland to Fairyland.

It may make you smile, but really I like to read over the testimonials printed at the top of these pages myself. It puffs me up. It makes my "bosom swell with manly pride," as we used to say. First I can see from them that I have made friends when I tried to help others to save money by giving them some pointers. And then they show that I have given satisfaction to those who trusted me, by sending their money in advance, which gratifies me greatly. Then also there is the pleasure of knowing that I have helped to show some people, who did not know, the wonderful beauty and hardiness of the finest flower grown. I print these here because I don't want anyone to depend entirely upon my word alone, and I couldn't have said it half as well myself anyway.

What Mr. Little writes me about size of plants and prices rings the bell, so I give it here:

"There are, to my notion, two classes of buyers. One I will call the 'amateur,' and the other the 'fan' or 'professional.' The 'amateur' is the new enthusiast or the person who wants a few Peonies to plant in his borders. He wants them for quick bloom only and is not interested in them with the idea of propagation. To him the small divisions are not satisfactory, because they

are sure not to bloom the first year and are too slow to develop. The other buyer, the fan, knows the game, and when he buys he is willing to wait for results. If he buys a strong division, he does not plant it as such, but divides it himself into one-eye divisions and plants them all. He will buy small divisions on account of the price and they will prove satisfactory to him. The amateur does not buy the high priced kinds under any condition. It seems to me that the grower has to cater to either one trade or the other. Either he must grow and ship good, strong, one-year plants for the amateur, or he must grow the finer kinds and sell them on the small division basis to the fans."

For years the rule has been "The higher the price the smaller the root." This is because scarcity causes the high price, and, of course, scarcity causes the roots to be cut as small as possible. On the more abundant varieties the size of roots is more generous. The trend of the higher prices is lower and lower each year. I try to reduce the higher prices each year. So you should be sure to get the prices for the year in which you buy. The beginner should keep away from one-eye divisions.



Prices for One Year Only

These prices are only for this year. Next year I may be able to sell for less than this year. Suppose I have 100 plants of some certain variety at \$10.00 each. If they double I should have 200 plants next year and possibly could sell them at \$5.00 each. Who knows? Mr. Harrison figures that one plant will make 500 in 10 years. So a \$50.00 plant in 10 years would make 500 plants to cost you 10 cents each. Like figuring yourself rich on chickens. Suppose one hen worth \$1.00 lays 300 eggs a year. When hatched and grown they are worth \$300.00, and half are pullets who will lay 300 eggs each, which, when hatched and grown are 45,000, worth \$45,000, and next year

one half, which are pullets, will lay 300 eggs each, which, when hatched and grown, would be 6,750,000, worth \$6,750,000. That's pretty good for three years. You can't figure Peonies to increase quite as fast as you can figure chickens to increase on paper. However, Peony prices may change every year so be sure and get new prices for the year when you are buying.

I save every customer money and ship only the highest quality plants because I have no other kind. In these times most people think twice about where their money goes. That's why my sales are as large as they are.

Why Duck the Collections? That's Easy

Because people have learned a thing or two about collections. Not this year. Maybe not last year. But sometime they have found that it is in collections they buy things they don't want. They have sometimes found (we will say with seeds) that the collection starts off with a few very desirable seeds, and the rest is filled up with a lot of junk that the dealer wants to get rid of. He makes the good sell the bad. People have been stung with this junk. They have found out the trick. Maybe I was foolish to call them collections. Maybe I should have called them "Selections" or "Combinations of Delight Bringers" or maybe "Soul Satisfiers." Say, I have had more than one read my book, skip the collections, and then write and ask me what I would advise them to order. Do you realize that I have the largest stock of high grade and of exclusively high grade Peonies to be found in one place in this country? That word "exclusive" means that I exclude the junk. When I offer a collection, it means a selection. I have spent much time and thought in selecting these collections. They are selected from less than one hundred varieties of the cream of the Peony world. When I name you a "Collection for Economy," it means I have picked you the best and for little money. Take Collection No. 18, it is astonishing that you can get such as *Festiva Maxima*, *Felix Crousse*, *Couronne d'Or*, etc., for so little money and with no junk.

Take Collections Nos. 24, 26 and 28. Here you get the finest flowers in the world and in early, midseason and late, and in all colors. I have so picked them as to save you money.

If you want the high class Peonies, right in Kenosha you will find the largest planting of the

exclusively high class. And I show you the American Peony Society's rating for every one. Don't forget that this is the home of the exclusive Peonies.

Here is something to think about. Do you know that in the North Feonies are the most beautiful of all flowers, bar none? That Peonies are the hardiest flowers, bar none? That Peonies are the easiest to grow, bar none? That Peonies are the longest lived, bar none? That Peonies have the fewest insects or diseases, bar none? That Peonies make the greatest floral display, bar none? That no other flower can compare with the Peony? Do you know how hardy they are? Do you know that one of the finest Peony collections is way up in Quebec? Do you know they are raising Peonies up in Alaska? That the roots stay in the ground all Winter there also?

Do you know that blooms were shown at Reading, 1920, at the Peony Society's show, which were cut from plants that were planted more than sixty years ago? Plants that have not been moved or changed for sixty years and still going strong? Do you know there are in this country strong, thrifty plants more than one hundred years old? Do you know you can go to Europe for two or three years, and, coming back, find your Peonies just as thrifty as when you went?

Do you get the drift of all this? It means simply that the Peony is the grandest flower in every way. It has no equal and no close competitor. The North and Northwest should be one vast Peony bed. Some day it will be when flower lovers are fully awake.

Here I Save You Money

I recommend the following collections as the best, most satisfactory and cheapest for the money that could be selected for a beginner:

Collection No. 18. First Choice for Economy.

<i>Edulis Superba</i> . Dark pink	\$0.75
<i>Festiva Maxima</i> . White .....	.75
<i>Felix Crousse</i> . Red .....	.75
<i>Mons. Chas. Leveque</i> . Flesh pink .....	.75
<i>Queen Victoria</i> . White .....	.75
<i>Couronne d'Or</i> . Yellowish .....	.75

\$4.50

Collection No. 20. Second Choice for Economy.

<i>Duchesse de Nemours</i> . White	\$0.75
<i>Mme. Calot</i> . White	1.00
<i>Marie Lemoine</i> . Light pink	1.00
<i>Delachei</i> . Red .....	.75
<i>Grandiflora</i> . Pink	1.00
<i>Philomele</i> . Yellowish	1.00

\$5.50

Collection No. 22. Third Choice for Economy.

<i>Karl Rosenfield</i> . Red	\$2.00
<i>Baroness Schroeder</i> . White	1.50
<i>Mme. de Verneville</i> . White .....	.75
<i>Venus</i> . Light pink	1.50
<i>La Rosiere</i> . White	1.50
<i>Marie Lemoine</i> . Light salmon	1.00

\$8.25

Combining lots 18 and 20, the price of the 12 varieties in one order would be \$8.50.

Combining lots 18 and 22, the price of the 12 varieties in one order would be \$10.65.

Combining lots 20 and 22, the price of the 12 varieties in one order would be \$11.50.

The beginner or one who wants to get good value for little money should be interested in the above combination. I recommend that you turn back to this and look at it again before ordering.

All Seasons - All Colors

Moderate priced collections by seasons of bloom for beginners:

Collection No. 24—Early.

Festiva Maxima. White	\$0.75
Queen Victoria. White .....	.75
Delicatissima. Pink .....	.75
Edulis Superba. Pink .....	.75
Philomele. Yellowish	1.00
Delachei. Red .....	.75
	\$4.75

Collection No. 26—Midseason.

Mme. de Vatry. Pink	\$0.75
Baroness Schroeder. White	1.50
Mme. de Verneville. White .....	.75
Mons. Chas. Leveque. Pink .....	.75
Venus. Pink	1.50
Felix Crousse. Red .....	.75
	\$6.00

Collection No. 28—Late.

Avalanche. White	\$1.00
Couronne d'Or. Yellowish .....	.75
Marie Lemoine. White	1.00
Grandiflora. Pink	1.00
Marie Crousse. Pink	4.00
Karl Rosenfield. Red	2.00
	\$9.75

Total \$20.50

Combining lots Nos. 24, 26, 28, the price of the eighteen varieties in one order would be \$16.00.

Collection No. 30. COOPER'S UNBEATABLE COLLECTION, \$10.00.

This is the collection that is shown in colors in the center of the book. I call it the unbeatable collection because it comprises early, midseason, and late varieties in red, dark red, dark pink, pink, flesh, yellowish, white and carmine splashed. They have been selected with great care for their great reliability, wonderful coloring and because they are of such real value at the price. I feel safe in saying that \$10.00 cannot be made to buy such flower value in any other combination. While the showing on the center pages will give you an idea of the beauty of this combination it cannot approach the reality in coloring and of course not in size. I repeat it is wonderful value.

Couronne d'Or. Late; yellowish	\$0.75
Delachei. Mideason; red .....	.75
Duchesse de Nemours. Early; yellowish ..	.75
Festiva Maxima. Early; white .....	.75
Felix Crousse. Midseason; red .....	.75
Edulis Superba. Early; dark pink .....	.75
Mons. Chas. Leveque. Midseason; flesh ..	.75
Madame Calot. Early; hydrangea-pink ..	1.00
Mme. de Verneville. Early; white .....	.75
Karl Rosenfield. Late; red	2.00
Philomele. Midseason; yellowish	1.00
Midnight. Early; red, dark	1.00
Baroness Schroeder. Midseason; white ..	1.50
Grandiflora. Late; rose-white	1.00

\$13.50

Collection No. 32. TEMPTATION COLLECTION, \$20.00.

For those who want to start venturing a little way into the mysteries of growing the Peonies which are a little bit out of the usual I have selected some for this collection which are much sought after and a few that some of the old Peony Fans do not usually possess. I am giving some of these and am making the price such a temptation that you will readily guess that I am doing just that thing. I am trying to tempt you to be a Fan. When you see the price, \$20.00, you cannot pass this. And when you see the blossoms you will be glad you didn't.

Lady Alexandra Duff. Light rose	\$5.00
Midnight. Dark red	1.00
Karl Rosenfield. Dark crimson	2.00
Venus. Hydrangea-pink	1.50
Baroness Schroeder. Flesh white	1.50
Avalanche. White flecked crimson	1.00
Grandiflora (Rich). Rose-white	1.00
Edulis Superba. Dark pink .....	.75
La Rosiere. White	1.50
Marie Crousse. Pale lilac-rose	4.00
Alsace-Lorraine	4.00
Enchanteresse	6.50
	\$29.75

Net \$20.00

The higher priced varieties are for connoisseurs, who usually already have the cut flower varieties and quickly become interested in the best at any price. High price does not indicate quality. Price indicates scarcity only. The Society's rating establishes the quality and desirability.

The six best Peonies, regardless of price, color or season are:

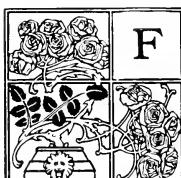
9.9 Le Cygne
9.8 Therese
9.8 Kelway's Glorious
9.7 Solange
9.4 Tourangelle
9.4 Mme. Jules Dessert

The next six are:

9.3 Walter Faxon
9.3 Festiva Maxima
9.2 Philippe Rivoire
9.2 Mons. Jules Elie
9.2 La Fee
9.2 Elizabeth Barrett Browning



Flowers



OOD AND RAIMENT are for the body, but flowers! flowers are for both body and soul. When my lips are palsied by great emotions—love, gladness, sorrow, death—and the words I would write come not, then I send soul-messengers - flowers.

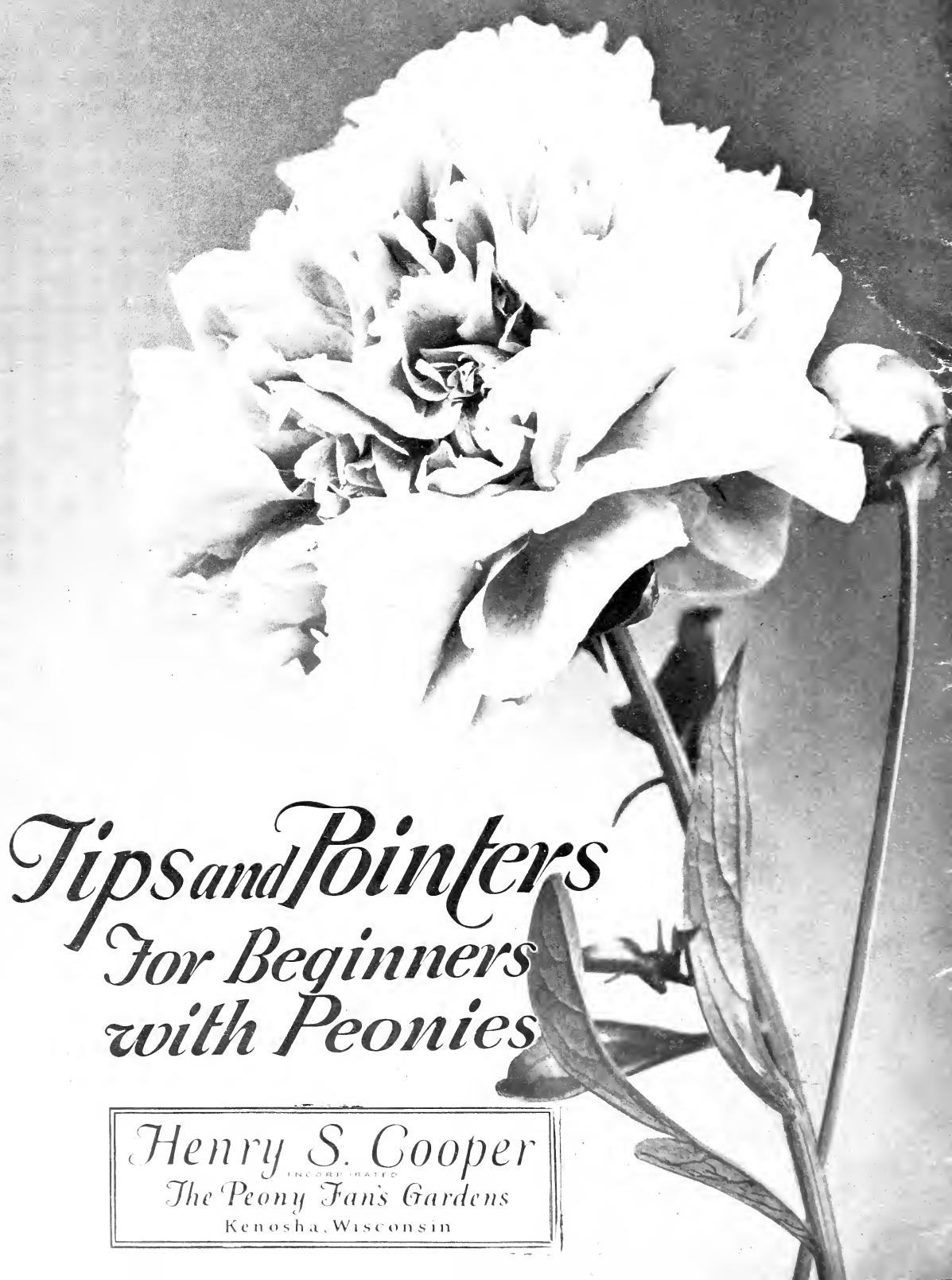
When I look upon a rose, all nightmares of atheism vanish; when I inhale the rare perfume of violets, I bow to the Master Chemist; when my pencil tries to trace the graceful flutings of the dahlia, or my brush match the exquisite color blendings of the modern gladiolus, I reverently acknowledge the High Hand of Art.

Some days, when I am in perfect attune with the Creator--God, I know I hear melodies, strangely sweet, amongst my flowers, and songs—songs like the morning stars must have sung together at the birth of Him—The Rose of Sharon.

Without flowers my body could live, but I know my soul would starve,

WILL P. SNYDER

UNVARNISHED FACTS EDITION



*Tips and Pointers
for Beginners
with Peonies*

Henry S. Cooper
INCORPORATED
The Peony Fan's Gardens
Kenosha, Wisconsin